

Summary

I am a proven leader, accomplished sales professional, experienced manager, and operationally focused administrator with exceptional interpersonal and team-building skills who consistently delivers results.

Throughout my career, I have earned opportunities for advancement at multiple companies through proven leadership, exceptional sales performance, and outstanding operational achievements. I offer 23+ years of sales experience, 22+ years of management experience, and 21+ years of wireless/telecommunications experience. I have served as the project manager for nearly 100 retail store launches, hired and trained hundreds of salespeople and managers, plus earned numerous awards recognizing my sales results and operational performance.

Expertise

I am proficient in Microsoft Windows and Microsoft Office (Outlook, Word, Excel, PowerPoint, etc), Employee Development & Management, Operational Planning & Implementation, Sales Strategies & Training, Customer Service & Account Management, Inventory & Cash Management, Community Outreach, Human Resources, & Marketing.

Experience

Rollins – Sales Consultant

December 2025 – Present

Rollins is the second largest pest and wildlife control company in the world, and a global leader in the industry. Rollins owns a family of 60+ leading brands worldwide which includes prominent American brands such as Orkin, Fox Pest Control, Critter Control, Trutech Wildlife Services, Western Pest Services, and HomeTeam Pest Defense. We specialize in residential and commercial wildlife exclusion and pest prevention. My goal is to protect each client's property and health by conducting detailed property inspections, diagnosing wildlife or pest issues, and designing comprehensive exclusion/prevention solutions. I utilize a consultative selling approach to present customized proposals and close service contracts while also building long-term customer relationships, growing referral networks, and expanding market penetration.

Turning Point Funding – Loan Officer

January 2024 – December 2025 (2 years)

Turning Point Funding is a private lender in the Philadelphia PA area that specializes in providing funding for real estate projects across the U.S. As a Loan Officer, I was responsible for finding new clients, building relationships with existing clients, finding funding solutions that fit the needs of the project, actively closing loan deals, and servicing the client during the loan term. I departed to pursue a role with a larger company that provided career advancement opportunities.

Eschbach Bus Service – Operations Manager

December 2021 – November 2023 (2 years)

Eschbach Bus Service is a transportation company located in central PA that is a contracted School Bus provider for the Penn Manor and Solanco school districts, plus offers Charter Bus services for private rental as well. As the Operations Manager, I had the opportunity to manage multiple areas of the business; including Operations, Human Resources, Fleet Vehicles, Information Technology, Marketing, and Customer Service. I departed to pursue a sales opportunity with substantial financial incentives.

Nu-Wave Wireless – National Sales & Operations Manager

April 2021 – December 2021 (9 months)

Nu-Wave Wireless – Regional Manager

June 2011 – April 2021 (9 years 11 months)

Nu-Wave Wireless – District Manager

July 2009 – June 2011 (2 years)

Nu-Wave Wireless was a T-Mobile Premium Retailer that operated T-Mobile Retail Stores in multiple states across the U.S. I was hired as a District Manager to oversee all the Pennsylvania retail stores because I have extensive wireless industry knowledge and proven leadership skills. As the company began to grow and open new locations, I earned the opportunity to advance to the Regional Manager position overseeing the entire retail channel of the company (at that time, our locations were primarily in the northeast region of the U.S.). As the company continued to expand across the U.S., I earned the National Sales & Operations Manager position and focused on leading the entire organization across the U.S. I departed to pursue an operational opportunity after the company was sold.

Sprint Nextel Corp – District Manager Trainee

June 2005 – July 2009 (4 years 2 months)

Sprint Nextel Corp – Retail Training Manager

January 2005 – July 2009 (4 years 7 months)

Sprint Nextel Corp – Multi Unit Store Manager

June 2004 – July 2009 (5 years 2 months)

Sprint Nextel Corp – Retail Store Manager

October 2003 – July 2009 (5 years 10 months)

Sprint Nextel was a national wireless provider with locations across the U.S. I was hired as a Store Manager in Harrisburg PA and thanks to my proven leadership abilities, exceptional sales results, and outstanding operational achievements I was also given the opportunity to fill the following roles; Multi-Unit Store Manager (responsible for all the operational functions and sales results in up to 5 locations at one time), Retail Training Manager (hired and trained countless Sales Consultants and Store Managers), District Manager Trainee (assisted with all the sales results and operational functions in districts of up to 19 stores). I departed to pursue a higher-level management opportunity to further my career growth.

Global Mobile – Multi-Unit Store Manager

November 2002 – October 2003 (1 year)

Global Mobile was an Authorized Dealer for AT&T, Cingular, Nextel, T Mobile, and Dish Network TV in York PA. As a Multiple Unit Store Manager, I was responsible for all the daily sales and operational functions in 2 locations. I departed to pursue an opportunity with a larger company to further my career growth.

Better Deal Cellular – Assistant Manager

June 2001 – November 2002 (1 year 6 months)

Better Deal Cellular – Wireless Consultant

January 2001 – June 2001 (6 months)

Better Deal was an Authorized Dealer for AT&T, Cingular, Nextel, T Mobile, and Sprint in Lancaster PA. I was hired as a Wireless Consultant to sell wireless products to customers, but I earned the opportunity to advance to Assistant Manager after displaying exceptional sales results and the ability to lead other employees. I departed to pursue a higher-level management opportunity to further my career growth.

Education

YTI Career Institute (2002 – 2004)

Business Management

Chambersburg Area Senior High School (1993 – 1997)

General Educational Development
