

# David W. Peace

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## Professional Summary

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A fluently bilingual sales professional with several years of experience in Waste Management and the Transportation industries as well as the finance industry. Consistently exceeds performance objectives by establishing long term client relationships, penetrating new markets, developing and managing sales business projects, improved bottom line profits through cost effective programs and excellent closing techniques.

Possess sound communication, organizational, administrative and motivational skills.

Highly motivated, displaying sound leadership qualities and the ability to work in a group environment or independently.

Experience includes forecasting, budgeting and dealing with all levels of managements. Open to contractual opportunities.

## Skills

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- Account and territory management
- Sales pipeline management
- Strong Sales proposal writer
- Customer satisfaction
- Excellent listening skills
- Revenue and profit maximization
- Marketing Strategy
- Budget forecasting
- Critical and creative thinking
- Effective Negotiator

## Professional Experience and Achievements

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**Durabac Group of Companies – Granby, QC**

09/2013 to 10/2014

### *Sales Representative*

- Responsible for the sales and service of compacting and baling equipment.
- Introduced new equipment models to complete product line.
- Created business proposals for related markets.
- Enhancement of quote process to reduce time and increase productivity and clarity to customers.
- Increased business opportunities, implemented comprehensive needs assessment through competitor comparison reports.
- Spearheaded expansion and development initiatives in newer markets.
- Responded to all Municipal and Government tenders and follow-up.
- Uncovered and qualified prospects and sales opportunities in targeted markets using external resources.

**Machinex Industries – Ville de Plessisville, QC**

07/2008 to 09/2013

### *Sales Representative*

- Responsible for sales and service within eastern Canada and North Eastern U.S. and traveled throughout North-America for Front End Processing plants as well as special projects, Waste to Energy Treatment plants, Biomethane producing plants.
- Organized and attended trade shows and industry association events.
- Negotiated settlements in irate circumstances and maintained good business relationships.
- Worked closely with consultant groups and engineering firms and followed industry in upcoming projects.
- Provided direction to engineering and design teams matching customer needs/requirements.
- Coordinate and plan installation projects.
- Qualified all new business opportunities within territory. (Projects valued from 2 to 20 million in sales).
- Establish contacts with Municipal and Government agencies.
- Handled all Government tenders and follow-up.

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**Les Équippement Environnementaux M & P Inc. – Laval, QC**

1996 to 2008

***Administrator and Sales Director***

- Baling and Compactor Distributor within waste and recycling industry.
- Analyze, finance and manage major projects.
- Set-up service call network within province of Quebec Territory.
- Appointed and sought out as agent for national leasing firm.
- Developed and implemented service and preventive maintenance programs.
- Supported and educated customer sales teams.

*Prior to 1996, I started my career in the transport and insurance industry.*

**Industrial Alliance Insurance Company – Montreal, QC**

***Sales Agent***

- Sold all company financial products, namely Life Insurance, Annuities, Registered Retirement Funds, Group Health Insurance, Mortgages and other financial investment products.
- Awarded as member of a select club (Within top 100 of over 2000 sales agents).
- Acquired honours as 4th place in top 10 recruit of the year out of over 100 salesman candidates within finance industry.
- Perfected the art of cold calling and obtaining lead references

**TNT Canada Inc - Cottrell Transport – Montreal, QC & Toronto, Ont.**

***Pricing and Logistics Director***

- Managed range of duties related to costing and pricing of services with a view to maximise profits.
- Establish procedure and tariff regulations within Industry.
- Responsible and ensure profitability of all published quotes and contracts.
- Establish and effect all transport procedures for overseas projects.
- Managerial and supervisory skills of staff with a wide range of duties to pick-up, delivery and dock functions.

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## **Education**

**High School Diploma:**

Dunton High School - Ville d'Anjou, QC

**Completed two years :** Canadian Institute of Traffic and Transportation

McGill University - Montreal ,QC

**Completed program:** Profile in Management, Time Management

TNT World - Montreal, QC

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## **Computer Skills**

Microsoft Office: Excel, Word, PowerPoint.

CRM: Sugar, Advantage

(References available upon request.)