

FRED SCHWARZ

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OBJECTIVE

To obtain a Professional New Business Development Sales Position

CORE STRENGTHS

- Relationship Building
- Consultative/Solutions-Based Selling
- Client Needs Analysis
- Territory Penetration
- Solid Closer
- Lead Generation

PROFESSIONAL SUMMARY

- Extensive Professional Sales Experience
- Consistently a leader in profit percentage averaging 26%
- Increased sales with accounts by 400% annually
- Expanded profit margins by 15%
- Aggressively added over 1 Million dollars of new business annually
- 100% customer loyalty
- Resurrected inactive accounts through diligent follow up and timely customer service
- Increased sales by correcting out of stock conditions

WORK HISTORY

Packaging Specialties(Corporate Downsize)
Account Manager

Detroit, MI
2013-2014

We are a Manufacturer of Flexo Cartons, Corrugated Plastic, Die Cuts, Build up blocks, Custom Built Packs/Kits, Corrugated & Chip Partitions, Specialty Gluing as well as Wood and Foam.

Increased Sales to over 40K per month and growing

Allsource Packaging (Relocation back to Detroit area)
Account Manager

Portland, OR
2012-2013

Consult directly with clients to improve their packaging using innovative ideas as well as selling strapping, tape, boxes, cushioning/wrapping material, jan-san and safety supplies.

EPE USA (Eliminated direct sales team)
Account Manager

Portland, OR
2011-2012

Responsible for global sales and engineering of protective packaging, sold to customers primarily in the industries of electronics, semiconductor, and medical supplies.

- Increased company Sales by 9%
- Increased profit margins to 30%

Crossmark (Territory eliminated)
Customer Manager

Portland, OR
2010-2011

Responsibilities included setting up yearly promotions as well as gaining new distribution at HQ level in the Convenient Store Trade in the Pacific NW

Pak-Sel (Bankruptcy)
Account Manager

Portland, OR
2008-2009

Sold specialty flexible packaging, which included bags, roll stock, sealers, stock and custom cellophane, polypropylene, polyethylene, and laminations as well as custom printing to the pet food, specialty food confectionary, agriculture, and industrial markets throughout the United States and Canada.

- Improved customer relations by consistently communicating with customers
- Increased sales with current accounts by \$45,000 annually
- Brought back inactive accounts that have not bought in 2 or more years

Smurfit-Stone Recycling Division (Bankruptcy)
Account Representative

Portland, OR
2007-2008

Bought and sold paper and plastic fiber as well as gaining new accounts (suppliers) also maintained current accounts (suppliers) in Oregon and Washington.

- Increased plastic and paper fiber volume into the plant by 60 tons monthly
- Improved customer relations by prompt follow up action
- Expanded profit margins 15%

Olshen's Bottle Supply (Division of Richards Packaging)
Key Account Manager

Portland, OR
1999-2007

Gained new accounts in the food, vitamin, pet food, industrial, chemical and health and beauty industries as well increasing current sales in the Northwest.

- Increased customer relations by prompt contact and by being price competitive
- Introduced pails and drums to established and new Olshen's customers
- Built a new sales territory from 0 to sales over \$100,000 monthly

Ryco Packaging Corporation
Sales Representative

Portland, OR
1997-1999

Sold glass and plastic packaging to a wide variety of industries in the Northwest.

- Increased sales territory and improved customer relations
- Consistently a leader in profit percentage averaging 26%

EDUCATION:

Michigan State University
Bachelor of Arts, Education/Psychology

East Lansing, MI

Portland State University
School of Business Administration Certificate Program

Portland, OR

Clark College
Computer Training, Excel

Vancouver, WA