**[Business Development Customer Service](https://www.postjobfree.com/resume/adyvwk/business-development-nashville-tn)**

**Location:**Nashville, TN

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**Resume:**

James A. Weber

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SALES, MARKETING, BUSINESS DEVELOPMENT AND

ONE-CALL CLOSE EXPERT

Skill Set includes all aspects of Entrepreneurial Business Development, featuring Technical, Consultative, Relationship, Medical, and Ten Step/One Call Close sales expertise. Positions requiring Territory Management, Strategic Business Management and Development, Business Planning, Negotiation, Customer Service, and Marketing Management have all contributed to an extensive career of business success and achievement.

Experience

DESIGN CONSULTANT, Kitchen Saver Oct 2021 – Jan 2023

In-home, one call close sales position for a kitchen cabinet renewal and remodeling company. Within the first six months of full-time sales, achieved a company ranking of number seven out of thirty-five to forty representatives. Recipient of Golden Circle award which requires annual sales of $1,500,000 and a close rate of thirty five percent.

FAMILY SERVICE ADVISOR, The Buchanan Group Sept 2020 – Sept 2021

Helped families with pre-need and at-need planning and purchase of cemetery and funeral products and services. Achieved a sales ranking of number two of twenty-six in pre-need funeral sales and the exceptional honor of invitations to over eighty percent of the monthly breakfasts for top sales achievers. This success was achieved through the development of my own marketing program in conjunction with the company CRM to develop new opportunities. These processes resulted in a ninety-two percent close rate on funeral sales and an unprecedented new customer referral rate.

DIRECTOR, HEARING INSTRUMENT SPECIALIST, AccuQuest Hearing Centers

Feb 2016 – Aug 2021

Achieved the highest field sales and test scores of my class of recruits during the company’s four-month training program. Received state licensing in a company record two months, and was promoted to Director level after just one year in the field. Managed four offices and achieved the rank of number one sales and close rate in a five-state region. Participated in strategic management consulting at the highest levels of the organization. Attained full technical and sales competency of product offerings and complex software systems from the top hearing aid companies in the world. Achieved highest patient satisfaction rankings in the region, including outstanding sales rates from returning patients.

SENIOR MARKETING REPRESENTATIVE, Optimal Medical Solutions

January 2012 – January 2016

Partnered with a lifelong medical/healthcare representative to form a manufacturer’s representative organization to market new genetic testing and sanitizing technology to doctors, hospitals, pharmacies and nursing homes. Developed effective sales and marketing programs for each product and market segment. Researched medical markets and identified new sales opportunities for these new technologies that led to ground-breaking applications and the targeting of new market prospects. Partnered with other sales organizations and trained new sales people. These programs produced revenue for the company within three months of start-up and led to continuous growth and profitability.

BUYER/MARKET PLANNER, Hour Motors/Truworth Auto Jan 2006 - Dec 2011

Auto wholesaler with weekly trips to Detroit to call on some of the nation’s leading “A” dealers. Negotiated multi-car deals in conjunction with Hour Motors, one of Indiana’s largest auto wholesale companies. Carved a profitable niche in a shrinking market and remained profitable under a variety of business environments, including the growth of internet auto purchasing, a major recession, and overall decrease in the number of new and used cars sold. Collaborated with the company owner and developed a new retail auto marketing concept, Tru Worth Auto.

PRESIDENT AND OWNER, Framing Excellence, Inc. Sept 1991 - Jan 2006

Started a retail and commercial framing and art business from the ground up. Business was profitable beginning in its second quarter of operations and every year thereafter. Grew business to three stores within five years. Expanded the business to additional commercial markets by forming a new division catered to their special needs. Performed all management tasks related to the successful start-up and operation of the business, including sales, marketing, operations, finance and personnel.

MARKETING MANAGER, Siemens Energy/Automation Mar 1988 – Aug 1991

Led effort to discover new markets for technology traditionally utilized for metalworking machine tools to new markets that led to a twenty percent increase in overall company revenue. Set goals designed to increase sales, promotional and effectiveness of all marketing functions. Provided sales support, market analysis, new market penetration, advertising, press relations, and trade literature for one of North America’s leading suppliers of machine automation products. Marketing budget exceeded $1 million with an in-house advertising department.

Education

INDIANA UNIVERSITY, BLOOMINGTON, IN

MBA, MARKETING/PRODUCT MANAGEMENT Qualified for a Graduate Assistantship full scholarship. Worked for Larson Picture Frame for two years in Territorial Sales and Market Research after graduating, opening a new West Coast market.

BACHELOR OF SCIENCE, MARKETING/ADVERTISING Intern for the U.S. Navy, Oscar Ewing Scholarship, Dale Carnegie Course Leader, Market Research Lead