

Sean A. Watson

9512 Northwest 26 Avenue, Gainesville FL 32606, (352) 333-7653

OBJECTIVE

Seeking a medical equipment sales manager position where I can apply my interpersonal skills and utilize my extensive sales experience and leadership ability.

EXPERIENCE

April 1991-

Florida Pest Control & Chemical Company, Gainesville FL

Present

Sales Training Director, June 2006 to Present

- Train and supervise 26 sales representatives in 10 branch office locations
- Report observations to corporate team following monthly quality control visits
- Spearheaded the development of the company's sales manual
- Established annual sales training meetings

Sales Representative, February 1993 – June 2006

- Awarded top sales representative in 2004, 2003, 2002, 2000, 1999, 1997
- Developed customer service skills as a commercial/residential representative
- Built and maintained a network of contacts in a growing marketplace
- Negotiated cost of services for a diverse clientele (commercial and residential)
- Provided diagrams, prices, and measurements as an account estimator (estimates performed using Microsoft Word and/or Microsoft Excel)
- Successfully completed management and sales-team training

Route Technician, April 1991 – February 1993

- Worked with clients on an individual basis to provide personal services
- Managed more than 250 accounts on a monthly basis
- Collected payments for services rendered
- Assured customer satisfaction, by exceeding customer expectations

January 1989- **Fabco-Air**, Gainesville FL

April 1991

Shipping Manager, November 1989 – April 1991

- Performed numerous shipping/receiving tasks including data entry and packaging
- Managed inventory control and verified count of on-hand merchandise

Assembly line technician, January 1989 – November 1989

- Assembled various pneumatic instruments as part of a production team

EDUCATION

- University of Florida, August 2005 – Present (obtaining BSBA degree with anticipated 2008 graduation)
- Santa Fe Community College, January 2002 – August 2005 (3.87 GPA)
- Member of Phi Theta Kappa (International Honor Society at S.F.C.C.)
- Eastside High School, August 1984 - June 1987

COMMUNITY SERVICE

- YMCA Flag Football Coach, July 2007 to Present
- YMCA Basketball Coach, January 2004, January 2005, January 2008
- City of Gainesville Babe Ruth Baseball Coach, March 2004
- Member of Architectural Board for the Brookfield Neighborhood Association