

JASON STANTON

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SUMMARY OF QUALIFICATIONS

Accomplished **Regional and National-level Sales and Operations Manager** with 25 years of experience in creating lucrative business plans that drive multi-million dollar growth. Experienced in selling directly to individual and business clients as well as strategic partners, with an emphasis on detailed product knowledge, productive sales strategies, accurate account management, and superior service. Effective management skills, creating teams that increase revenue and operating practices that save time and money. Proven record of success in accomplishing set goals and objectives.

Experience in:

Market Analysis and Sales Strategy • Marketing and Sales • Local, Regional, and National-Level Business Development
Prospecting and Lead Generation • Relationship-Based Sales • Account Management • Market and Territory Expansion
Team and Operations Management • Business Administration • Budgets and Finances • Record-keeping and Reports

HIGHLIGHTED CAREER ACCOMPLISHMENTS

- ✓ Created and managed 3 highly-successful businesses for over 25 years.
- ✓ Increased revenue and market share year after year for all businesses.
- ✓ Opened one of the first sunglass kiosks in the country which now generates annual revenues of \$10 million.
- ✓ Built sales from 0 to \$1.2 million in less than 3 years through innovative sales techniques for Sun Town USA.
- ✓ Grew revenue from 0 to \$1 million with 20% of sales via ecommerce for The Sunglass Shop.
- ✓ Maximized income and minimized costs through efficient and standardized policies and procedures.
- ✓ Served as a Consultant for Cricket Wireless (AT&T) in the roll-out of over 300 mall-based locations.
- ✓ Regularly received compliments from clients and colleagues for delivering excellent results and service.

EXPERIENCE

Sales and Operations Manager

1990 – Present

UV Sunglasses | 1991 – Present

Sun Town USA | 2005 – 2011

The Sunglass Shop | 1998 – 2008

Bloomingdale's | 1990 - 1991

Began a successful career as Area Sales Manager for Bloomingdale's and moved into regional and national-level sales and operations roles with the ownership and management of 3 profitable retail businesses.

- Oversee all aspects of sales, service, and business operations for up to 60 locations in 20 states, managing teams and day-to-day business activities while implementing strategies that increase revenue and market share.
- Recruit, hire, train, and manage teams of up to 80 employees. Work with team members and on best practices for sales, service, and business operations. Create incentives that motivate employees to achieve goals. Track performance and manage Human Resource functions such as orientation, personnel files, payroll, and reviews.
- Create marketing and sales initiatives that target new and existing customers. Increase revenue and market share through traditional and online advertising, email blasts, cold-calling, networking, and referral programs.
- Work directly with customers. Build rapport while discussing needs and offering solutions to meet those needs. Utilize relationship-based sales methods to encourage loyalty and repeat business. Serve as a main point-of-contact for information, questions, and issues. Obtain customer feedback to improve products and services.
- Manage all operational, administrative, financial, and legal aspects involved in running a business. Create and monitor reports, spreadsheets, and databases for annual business plans, P&L statements, customer information, accounts payable and accounts receivable, payroll, inventory, franchise licenses, and taxes.

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EDUCATION

Bachelor of Arts Degree in Business Communications | Florida State University | 1990

TECHNICAL SKILL SET

Windows Operating Systems and Apple Operating Systems

Microsoft Office Suite (Outlook, Word, Excel, PowerPoint)

Financial and Business Applications (QuickBooks, Numbers, Pages)

Document-sharing, Presentations, and Communications (Google Docs, Keynote, iCloud, Constant Contact)

Point-of-Sale (POS) Systems

MORE INFORMATION ON JASON STANTON

<https://www.linkedin.com/in/jasonstanton>