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|  | Jeff GortonExperienced Sales Professional  |  |
| ContactTrumbull, CT203.521.4842Jfgorton93@gmail.com | OverviewEnthusiastic and results-oriented salesperson with in-depth experience selling home improvement products to residential and commercial customers. Skilled in building rapport, identifying needs, presenting solutions, and closing sales. |
| EducationSouthern Connecticut State UniversityNew Haven, CTCareer Overview **2006 to present:** **WALPOLE OUTDOORS, Norwalk, CT**Salesperson Residential, Commercial sales; Showroom Manager**1991 to 2005****CLOSETS PLUS II****Trumbull, CT**Founder | ExperienceServed as showroom sales manager and field sales representative (commercial and residential accounts) for a high-end fencing company, designed and sold a broad range of outdoor products including fencing, enclosures, small buildings, pergolas, and operator gates.Founder of a customized closet, mirror, and shower door installation company.Developed and maintain numerous accounts in Western CT and Westchester County with builders, architects, landscape architects, real estate developers, landscapers and decorators on an ongoing basis, as well as smaller homeowner accounts.Performed all business functions including managed personnel, marketing, consultative selling, contract development, maintaining books and records, inventory management, budgeting and improved showroom displays.Consistently maintains a high level of productivity and service in very competitive marketplaces without compromising quality or service standards. |
| **Skills**Strong commitment to quality and customer service, professionalism, integrity and a well-developed work ethic.Detail-oriented and analytical; able to accurately identify, assess and solve problems and incorporate solutions into design and material selection.Expert customer relationship skills. Excellent communicator possessing strong presentation, negotiation and closing abilities.Demonstrated planning skills with ability to coordinate scheduling to ensure proficient operations.Possess the intellect to sell in a visual environment, and the ability to guide a prospect through a sales cycle by using consultative selling skills. |