

Pannhoff Melva

Regional Sales Manager Food Service, Midwest

Summary

I'm 37-old Regional Sales Manager Food Service, Midwest with over 12 years of experience in Commercial Lines product experience/knowledge, Knowledge of internal systems desirable and Broad knowledge of different marketing channels (on and offline). Certified in CPA and other certification and Agile Product Owner Certification . Very strong team player with excellent interpersonal skills.

Expirience

Regional Sales Manager Food Service, Midwest Poehlman Trading , Lithonia, MS

2017 to Present

- + Propose any new customer opportunity and manage the process of proposal to approval of this opportunity
- + Good financial background especially on pay per use models and balance sheet impact
- + Hunter profile : proven ability to drive aggressive sales growth and meet targets
- + Established fundamentals for building a strong relationship with key personnel with assigned customers
- + Meet with key decision-makers to bring Federal Signal security products, systems and solutions to public safety markets
- + Creates and conducts proposal presentations and RFP responses for large and strategic prospective customers

Regional Sales & National Account Manager 4th Simoleakers Trading , Northwood, ND

2015 – 2017

- + Manage operating expenses within agreed budgets through effective monitoring and reporting systems
- + Develop, implement and execute sales activities to drive growth and achieve sales targets across VIC, SA and TAS
- + Develop and execute regional sales plans and activities in conjunction with BU Head
- + Have input and ownership of all Fleet Marketing Campaigns, whether strategic, quarterly or tactical
- + Recognize customer business problems and drive/influence resources to address opportunities



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in pannhoff-melva-1512306

Skills

- + Knowledge of internal systems desirable
- + Broad knowledge of different marketing channels (on and offline)
- + Commercial Lines product experience/knowledge
- + Outstanding customer-focused Account Management skills
- + Excellent negotiation skills
- + Very strong team player with excellent interpersonal skills

Reference

Broudy Drema

Head of Sales
Poehlman Trading

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Nahas Mika

Head of Sales
4th Simoleakers Trading

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Commercial Lines Regional Sales Manager **Circherling Exports , Honor, MI**

2014 – 2015

- + Establishes and manages effective programs and seminars to address the following issues
- + Provide active management, recruitment, and talent development of a high volume business development team
- + Meet with key decision-makers to bring Federal Signal security products, systems and solutions to public safety markets
- + Ensure Sales Executives are pricing appropriately and ensuring proper profitability on all accounts
- + Support marketing activities such as sales promotion, training, market research, and execute special projects

Midwest Regional Sales Manager for Luxury Audio **Gudinas Exports , Palo, MI**

2011 – 2014

- + Must be an articulate and fluent communicator, written and verbal, and at ease with public speaking
- + Promote the TS business in the broader marketplace including press interviews and managing client events
- + Proven success in business growth and in establishing community and client relationships
- + Develops and implements action plans to increase customer base, volume and market presence

Regional Hospital Sales Manager **Pehowich Goods Company , Oak Park, CA**

2007 – 2011

- + Proactively work in a safe manner in the context of performing the functions of your position
- + Build successful relationships with internal lines of businesses to maximize revenue growth with target clients
- + Canadian Securities Course - Industry Designations—CFP, CLU, FCSI, CIM, CFA would be an asset
- + Proficient in use of HP 12B or similar calculator for making lease and loan calculations

Education

Degree in Sales specialisation **University of Gaston, IN**

2003 – 2007

