

Jeff Hendon

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EXPERIENCE

North Pacific Group, Inc., Midwest Division November 2000 – Present
Direct Sales / Inside Sales Representative

Source and obtain customers for North Pacific Building Products in the Midwest Division by developing close relationships with key purchasing personnel at each retailer location.

- Product Champion for all wood-based products, including Dimensional Lumber, OSB, and Roof Sheathing (\$40-\$45 million in commodities)
- Consistently achieved annual sales objectives in excess of \$20 million on the average
- Responsible for managing inventory levels at Mason location, ensuring proper turns on \$2.5 million worth of inventory
- Communicating price changes, market fluctuations with senior management
- Creating, implementing and following up on customer opportunities for product lines via weekly specials and early buy programs
- Handling inbound sales inquiries, placing outbound calls to pursue additional sales opportunities

Howard Davidson Lumber Company, Detroit, MI January – November 2000
Outside Sales Representative

- Developed Central and West Michigan as start-up territories generating \$1 million in sales
- Set up dealers with full line of building products, including new product lines (fire-retardant lumber and panels)

Weekes Forest Products, Grandville, MI March 1999 – January 2000
Outside / Inside Sales Representative

- Developed Central and East Michigan as start-up territories generating \$1 million in sales
- Set up dealers with full line of building products, including new product lines (specialty cedar and pine, timbers, Ironwood decking)

Schultz, Snyder & Steele, Okemos, MI April 1987 – March 1999
Regional Sales Representative

Provide sales, customer service and inventory maintenance to existing accounts, as well as generating new accounts, representing a full line of building products ranging from dimensional lumber and engineered wood products to wood and laminate flooring.

- Started as Yard Foreman, responsible for customer service, shipping, and receiving; promoted to Outside Sales in 1989
- Responsible for start-up of West Michigan territory out of Grand Rapids Distribution Center, generating \$3.5 million in sales
- Promoted to Regional Sales Representative, based out of Mason Distribution Center in 1991, responsible for Central Michigan territory, increasing sales by 20% in first year
- Increased sales from \$5.3 million in 1991 to nearly \$20 million in 1998
- Customers included national chain accounts, retail lumber dealers, home improvement centers, and floor covering stores

EDUCATION

Ferris State University – Bachelor of Science, Marketing