

Douglas J Schreur

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Objective To secure a sales position with a building materials supplier.

Summary of qualifications Over 22 years of sales experience including 16 years of building materials sales in both retail and wholesale. Primary focus has been branded specialty products like Azek, Trex, James Hardy and Rollex as well as hardwood flooring, engineered wood products, wood / vinyl windows and doors, framing packages, trusses and roofing.

Work experience **Oct 2004 to present North Pacific Corp Wyoming MI.**
Territory Manager - West Michigan / Northern Indiana

- Increase sales and gross margins in the first three years with existing and new customers in West Michigan thru deeper and wider market penetration. Increased gross margin percentages each and every year.
- Finished in the top three TM's two out of five years with North Pacific building materials mid-west division. Developed new customers by listening and offering solutions to meet their needs, building strong relationships and selling programs vs. products.
- Provide customer service and training on a regular basis.
- Worked closely with inside sales staff to coordinate sales efforts.

Jan 2000 to Oct 2004 Hamilton Lumber Co. Hamilton, MI.
Territory manager /OSR

- Prospected and sold two million dollars in new residential sales from scratch (no house accounts) in three and one half years while increasing profit margins each year.
- Job responsibilities also included: prospecting, estimating, quoting, special orders, scheduling deliveries and returns and accounts receivables.
- Won the salesman of the month several times.

Jan 1992 to Dec 1999 Lumbermen's Inc Wyoming, MI.
Window and Door Specialist

- Developed a relatively new territory by introducing new window and door products to the market. Products sold included: Caradco, Stanley, Peachtree, Perma-door and Roto.
- Created a new customer base of approx 3 million dollars over seven years providing outstanding customer service. Grew market share and sales five out of seven years.
- Job duties included prospecting, quoting, training and doing jobsite presentations. Developed and managed a comprehensive service program to fix quality issues.

(Work experience cont).

*1990 to 1992 Summit Training Source Grand Rapids, MI.
Telemarketing*

*!988 to 1990 Primerica Financial Services Holland, MI.
Sales Consultant*

!982 to 1988 Haworth (Gen. Labor).

Education

1982 - Hamilton High School, Hamilton MI.
1991 - Communisbond Sales Training, Chicago IL.
1995 - Consultative Sales Training, David Kale
2001 - The Habit of Selling, Butler Learning Systems
2002 – The Habit if Negotiation Selling, Butler Learning Systems
2003 – Microsoft Excel & Word Training, Grand Valley State Univ.
2004 – Microsoft Outlook Training, Grand Valley State Univ.
2009 – Lushin Sales Training, Paul Lushin, Indianapolis, IN.

Community activities

Little League Baseball Umpire

References

References available by request