

JEFFREY D. OXENFORD

2212 Peachtree Creek Circle ♦ Atlanta, Georgia 30341

Tel: (610) 662-0190 ♦ oxenfordj@aol.com

OBJECTIVE:

Seeking a sales position with a progressive company dedicated to increasing sales, profits, productivity, and a focusing on career advancement.

PROFESSIONAL EXPERIENCE:

SEAYCO INTEGRATORS, INC.; Business Development Manager; Conyers, GA; 11/08 – 7/09

SeayCo is an automation systems and software company that caters to manufacturing facilities and distribution centers nationwide. SeayCo provides process control, PLC engineering services and custom software. SeayCo's systems are tailored to meet each customers specific needs and can be engineered to interface with any host computer database.

- Gain new customers and penetrate existing markets
- Intelligence gathering on customers and competitors
- Generating leads for possible sales and follow-up on sales activity
- Research new business opportunities; develop strategic plans and strategies
- Adopt a team approach; work with others in pursuing common goals
- Successful prospecting at Seayco:
 - Quintec Integration, Designed Conveyor, Tramrail Material Handling, ABC Wine & Liquor, Southern Wine and Simco Technologies

IAI AMERICA, INC.; Regional Sales Manager; Torrance, CA; 4/06- 7/08

IAI designs, manufactures and markets a complete line of motion control systems. They are the established world leader in servo linear actuators and low cost, high performance SCARA robots and are the leading source of advanced plug and play automation throughout North American and the world.

- Managed and hired distributors for IAI in a four state region that included Eastern Pennsylvania, Southern New Jersey, Delaware and Maryland
- Developed business plan and setup training programs for factory and entire product line
- Introduced, promoted and closed business with distributors at the OEM/End User level
- Troubleshooting equipment or processed issues and followed through on corrective actions
- Interfaced with Engineers, Maintenance Managers and Plant Managers on a daily basis on customer visits to offer a solution
- Industries: Medical, Pharmaceutical, Food & Beverage, Semiconductor, Postal and Military
- Sold exclusively through distribution
- Achieved a 9% increase in sales for the territory

KAMCO INDUSTRIAL SALES, INC.; Sales Representative; Valley Forge, PA; 12/98 - 3/06

Kamco Industrial Sales, Inc. in an independent manufacturer representative agency that represents companies such as Danfoss drives, Hitachi roller chain, Lovejoy couplings, Lincoln Motors and Foot-Jones gear boxes/reducers.

- Territory includes Eastern Pennsylvania, New Jersey, Delaware and Maryland
- Customer visits to distributor, OEM and End User

- Developed and maintained relationships with owners, senior management, purchasing agents, engineers, and sales associates
- Consistently met sales goals ranging from \$30K to \$50K each month
- Presented product seminars, negotiated profitable pricing, delivered and resolved claims
- Generated quality leads through research, "cold-calling" and consistent follow-up
- Sell conveyor components and equipment to manufacturing facilities in the food/beverage and pharmaceutical industries as a result of lunch/learns which totaled to \$50,000-\$75,000 of business annually in respective industry

EDUCATION:

East Stroudsburg University, East Stroudsburg, PA; B.A. in Political Science; May 1998
Member of the Varsity Baseball Team at East Stroudsburg University

COMPUTER SKILLS:

PC compatibles, Windows 98 to XP, Microsoft Office - Outlook, Word, Excel and PowerPoint