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Seeking a sales management position that will provide me the opportunity to utilize my sales ability and professional skills in a challenging environment while increasing a company's sales and presence in the market place.

Experience

January 2005-Present

**Vision Wine Spirits/Worldwide Libations
VP of Sales (Central USA)**

- Craft portfolio, manage wholesalers in the States of Illinois, Indiana, Michigan, Ohio, Kentucky, Nebraska, Minnesota, Wisconsin, Missouri, Colorado, North Dakota, South Dakota.
- Work closely with chain buyers and Key Account Managers within my wholesaler network to grow our business in all major National and regional F/D chains
- Increased the sales of our Spirit's portfolio by over 90% in each market
- Created and implemented sales programs, competitive pricing, and sales incentives to increase sales and revenue

December 2003- December 2005 BP North America

Key Account Manager

- Managed all regional chain business for British Petroleum
- Negotiated contracts with new customers
- Worked closely with KAM group to ensure the proper programs for each trade channel

December 1999- December 2003 Palm Bay International, Chicago, IL

Multi State Manager

- Managed distributor's sales force whose portfolio included 1,400 different brands
- Increased the sales of PBI's number 1 brand by 200% in Illinois and 300% in Indiana
- Created and implemented sales programs, competitive pricing, and sales incentives to increase sales and revenue

August 1998-December 1999

**Romano Brother Beverage Company,
Key Account Sales Representative**

- Created and built relationships with new and existing key accounts
- Increased sales of The Gallo portfolio by 30% in an established territory
- Earned # 1 in Union Ranking for nine consecutive months.

May 1997-August 1998

**Romano Brothers Beverage Company
Sales Representative**

- Created and built relationships with new and existing independent accounts
- Increased sales of The Gallo portfolio by 25% in an established territory

Industry and Management Training

- Gallo sales training
- Gallo and Chicago Wine School fine wine training
- Participated in Italian wine training in Tuscany, Italy
- Advanced Microsoft tools training (word, excel, power point, outlook, and publisher)
- Franklin Covey seminars
- Seibel
- Diver

Education

Olivet Nazarene University Kankakee,IL; B.S in Psychology, GPA 3.2/4.0 scale

Nicholls State University Thibodaux, La 1990-1994, full student-athletic scholarship

Honors

- Dean's List
- Voted on NCAA All-American team (Baseball)