



Dan Lynch

Sales Engineer



About Me

I am a self starter, an innovator, who thinks outside the box to generate leads and sales. I am driven, dependable, and dedicated to my work. In my previous job I increased my sales 50%+ year over year, every year.

Fun Fact: I am an Eagle Scout

Reference

Mitzi Dulan

Customer/

Founder Simply Fuel

John Drexler

Co-worker

Assemblers Inc.

Contact Info Available upon request

Contact

(630) 818-6017

djlblue21@gmail.com

545 N. McClurg Ct. #4204
Chicago, IL

Education

- **2010 - 2014 | The University of Iowa**
BA in Business Workplace and Practices - Tippie College of Business
Minor in Spanish
 - Studied Abroad at UNA University in Heredia, Costa Rica 2013, communicating primarily in Spanish

Experience

- **2022- current Publishing Director- The Social Publication**
- **2016 - 2021**

Assemblers, Inc

Sales Engineer

- Generated \$35+ Million in new business within 5 years
- Account for 20% of the company's annual sales revenue
- Fastest new business sales in company history
- Work with Fortune 500 companies
- Facilitate additional capabilities for customer growth
- Taught employees how to perform new tasks, in Spanish
- Guide the manufacturing process of a product from raw materials to finished goods to retail
- Source equipment solutions designed to produce customer products
- Review and contribute to long-term contract verbiage
- High level experience working with food production: protein bars, baked goods, meal kits, liquid fill
- CRM- Pipedrive

- **2009 - 2015**

Vector International Marketing

Senior Field Sales Manager/Sales Representative

- Personally responsible for over \$100,000 in sales of Cutco Cutlery
- Built customer base through personal referral and lead generation of over 3500 people
- Field trained over 500 new representatives for in home presentations
- Earned All-American Scholarship Award ranked #46 in the nation of all sales reps
- Achieved President's Club 4 times, Earned 3 company trips to Mexico

- **Vector Branch Manager, Sugar Grove - May - August 2013**

- Invested in leasing, developing, and managing my own office branch, implementing my business plan, budgets etc
- Recruited, developed, and lead a sales team of 75 representatives while effectively managing the administrative aspects of my own branch office and training newly hired office receptionists
- Top 2 branch office in the region based on revenue, generating over \$100,000 in office sales for the summer