

Eric Veres

Manahawkin, NJ 08050

veez977@gmail.com

+1 609 731 5967

Customer-centric and goal-driven sales leader with expertise and a proven record of success in developing innovative solutions and strategies that produce long-term growth for clients within supplier/distributor networks. Recognized by superiors and peers for leadership by example, attitude and action. Excellent consensus and team-building skills with a record of consistently exceeding large annual quotas. Unlimited willingness to travel.

Authorized to work in the US for any employer

Work Experience

Territory Sales Manager

Strategic Partners/Careismatic Brands - Carlsbad, CA

May 2017 to July 2021

Independent representative covering the New York and New Jersey territories.

Rookie of the year 2017.

Sales representative of the year 2018.

Number 1 rep out of 28 reps each year in closeout sales.

Increased sales in over 125 Independent medical retail stores.

Regional Sales Manager

A.T. Cross

January 2015 to December 2015

For over 167 years, A.T. Cross has been home to the highest quality pens and pencils, engraved gifts, padfolios, reading glasses, watches and more.

- Managed sales and marketing for New York City, Long Island, Pennsylvania and Ohio.

- Grew sales within the region by 23% over previous year.

- Achieved sales goals in 6 of 7 months and both quarters through consistent travel, meeting with key accounts and reviewing opportunities with customer's top programs.

- Created monthly/weekly marketing campaigns through use of Constant Contact.

- YTD sales 35% over LYTD.

Key Account Manager - Northeast Region

Senator Promotional Group

January 2010 to December 2011

Senator Pen has manufactured and supplied pens, pencils and specialty writing instruments since 1920 with a worldwide presence in 100+ countries. Dart Business

Accessories, Buxton and DOPP.

SENATOR PROMOTIONAL GROUP (continued)

- Key Account Manager for the top 150 customers in the Northeast, ranging from Maine to DC.
- Produced the company's largest order in 2010 for \$150,000+ by collaborating with the distributor and producing a custom writing instrument for Macy's fall assortment program introduction.
- Grew the Northeast Region grew by 12%+ in 2010 vs. a flat year in other regions.

Eastern Regional Sales Manager

Almo Corporation - Philadelphia, PA

January 2008 to December 2009

The largest U.S. major consumer electronics and appliance distributor.

- Reeled in Affinion Group and \$2M in revenues within 4 months; direct clients included Bank of America and Merrill Lynch customer loyalty initiatives.
- Converted distributor CA Short (which was sourcing through 40+ electronics vendors) to Almo as its sole consumer electronics vendor; business with Almo subsequently increased from \$200k in 2008 to \$1.8M in 2009.
- Managed and co-presented with 7 rep groups nationwide – strengthened sales from corporate accounts, including MTV, Lifetime Networks and East Coast casinos.

Territory Sales Partner, Northeast

Eighth Floor Promotions Inc. - Celina, OH

January 2007 to December 2008

Marketed brands including Awardcraft, Visions Awards and AITG Business Gifts,

"partners" worked closely with distributors to increase sales of recognition programs to corporate end users.

- Produced top-grossing region in 2007, exceeding quota by over \$1M (\$3.7M in sales).
- Won large corporate recognition programs from competition including American Red Cross, Johnson & Johnson and Citibank.
- Exceeded quota by 15% in first half 2008; 9-state region included NJ, NY, PA, CT, MA, NH, ME, VT and RI.
- Established multiple strategic alliances, e.g., connecting the American Red Cross with ASI distributor Inkwell USA, which became the largest exclusive provider of official ARC-supplied plaques (for individual donations).
- Paired up CMTI and CoStar – CMTI became the exclusive provider of CoStar's national award ceremony at their national realtor convention.
- Expanded trade show appearances (e.g., SHRM show in New Orleans, MLB Winter Meetings/Show in Indianapolis, Minor League Baseball Show in New Orleans and SHOT show in Las Vegas) to target large buyers of recognition programs, premium/incentive solutions and promotional products.

Territory Sales Manager

Corvest Promotional Products - Thorofare, NJ

January 2005 to December 2007

Product lines included Toppers (upscale items for work and play) and It's All Greek to Me (plush items); managed promotional sales in NJ and DE.

- Runner-Up Sales Manager of the Year, 2006 (out of 15 Managers) with sales of \$6M.
 - Landed the largest company order in March 2007 – \$300K with a Merck Pharmaceuticals program targeting physicians.
- CORVEST PROMOTIONAL PRODUCTS, Territory Sales Manager (continued)

- Prospected buyers by conducting factory tours of local distributors in order to promote their understanding of capabilities and products/services.

Regional Sales Manager

Swiss Army Brands, Inc. - Shelton, CT
January 1998 to December 2005

Top 40 Supplier working through distributors and premium agencies.

Managed Northeast Region including NJ, NY, PA, CT, MA, DE, VT, ME, RI, NH and OH/MI.

- Salesperson of the Year (out of 7 sales reps) – 2001, 2000, 1999; best year: \$8M+ in 2001.
- Exceeded quotas every year; won company's largest single order in corporate markets – a \$1.4M Pfizer Benadryl promotion targeting physicians. Conducted many strategic sales seminars for up to 50 distributors at a time.

Northeast Regional Sales Manager

Vantage Custom Classics - Avenel, NJ
January 1992 to December 1998

The number one decorated apparel supplier in the Advertising Specialty Industry;

Also managed accounts in KY, WV and NC.

- Salesperson of the Year – 1995, 1994; converted \$800K region (Midwest) into \$4M in annual sales.
- Won BMW of North America and Mercedes Benz, cultivating both accounts into \$1M per year clients (dealer and private label programs).
- Trained, mentored and motivated 4 sales managers.

B2B Sales Manager

Moleskine America, Inc. - Eastern US

A brand that encompasses a family of nomadic objects: notebooks, diaries, journals, bags, writing instruments and reading accessories, dedicated to mobile identity. Moleskine objects are partners for the creative and imaginative professions of our time. They represent, around the world, a symbol of contemporary nomadism.

- Sales growth averaged 40% per year for Eastern US.
- Developed a successful partnership with a key industry supplier to help manage lower unit opportunities - \$2.8M YTD.
- Developed and enhanced Moleskines' presence within the Incentive Industry.
- Increased sales with Moleskines' three largest accounts by +30% YTD.
- Developed key relationships with regional associations in order to identify key opportunities and relationships.
- Increased 2013 Sales in the Eastern US region by 41% vs. 2012. Moleskine will begin partnership in 4th quarter 2013 – anticipated sales 1.2M.

Education

Economics / Biology

Fairleigh Dickinson University - Madison, NJ

Skills

- Sales Force Dot Com; Constant Contact; MS Office; Smart Phones etc.
- B2B sales
- Business development
- CRM software
- Medical sales
- Outside sales
- Recruiting
- Leadership
- Marketing
- Salesforce
- Management
- Sales
- Management