

CHRIS MARTIN

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PROFILE OF STRENGTHS

- **Strong background in marketing and sales.** Nearly three decades of success in developing and promoting product lines, making business contacts, developing relationships, and conducting negotiations.
- **Organization, coordination, and human resources skills.** Proven in several recent management positions. Solid reputation for openness, dependability, and good humor. Key motivation is to facilitate the success of the whole team.
- **Leadership qualities.** Demonstrated in management successes and self-started initiatives throughout work history.
- **Excellent communication skills.** Developed through work in personnel management, client service, and technical sales.
- **Operational knowledge and expertise.** Extensive inside and outside sales experience in construction, metals, and oil and gas industries. Highly skilled with wide range of machines and operational systems.

EMPLOYMENT

International Sales Director, SciTec GmbH, Switzerland. 2008 to Present.

Mandate: Implement and oversee purchasing contracts for Akademintorg,
The Russian Academy of Sciences.

Sales Representative, A.M. Castle Metals. Mississauga, ON. June 2007- 2008

Mandate: Specialize in aerospace industry. Bring in new business.

Successes: Won highly valuable customer developing business by a factor of 5.
Overtook highly complicated technical accounts satisfying the customers.
Increased market share and brand visibility in aerospace industry.

Sales Representative, Universal Stainless and Alloys. Mississauga, ON.
Oct2006 – June 2007

Mandate: Expand market share in Tri City district and open new territory in Alberta.

Successes: Exceeded Western budget by 25% within the first two months.
New client prospecting in Tri City area resulted in contracts for

T.T.C.'s major renovation of maintenance facility.
Prospected new clients and renewed aged accounts.
Traded internationally with creative methods to facilitate TTC project.

Sales Representative, High Strength Plates and Profiles. Mississauga, ON.
May 2006 – Oct 2006 (Contract.)

Mandate: Expand market share to Western Canada and explore local market.
Successes: Sales trip resulted in landing two \$78,000 sales immediately.
Disciplined cold calling initiative resulted in key contracts.
Involved with prospecting new accounts to expand market share.
Experience with travel in relation to sales and sales prospecting.

Sales Representative, Wilkinson Steel and Metals, Edmonton, AB.
Mar. 2004 to May 2006.

Mandate: Maintain market share. Track large scale processing accounts.
Successes: Responsible for negotiating price, procurement and processing mild and stainless steel to be rolled and fabricated into vessels in Edmonton.
Shipped to Ft. McMurray on time and within budget.
Total value of project: \$ 40 Million.
Specialized in large enquires for key accounts totaling several millions of dollars
Position focuses on pricing, sourcing, and following up plate sales for processing.

Carpenter and Lead Hand, Carlton Homes. Edmonton, AB.
Oct. 2002 to 2004 **Self Employed**.

Constructed homes and commercial buildings, leading crews of up to 10 men
Acquired thorough knowledge of building codes and practices.
Worked long hours efficiently and productively.
Managed payroll, taxes and benefits for all staff.

Territory Sales Manager, R.G. Industries Ltd.,
Sept 2000 to Oct 2002.

Mandate: Oversee 70 clients in Northern Alberta oil and gas industry.
Successes: Generated over 50% of company's \$6 million total annual revenue with a sales team of 4.
Landed several prestigious new contracts including EnCana, Talisman, C.N.R.L. and Imperial Oil.
Exceeded KPI evaluation regularly.
Responded quickly to challenges and opportunities in a competitive business climate.

General Manager, Spruce Grove Greenhouse and Gardens. Spruce Grove AB.

Mandate: Direct all wholesale and retail operations at a peak of over 3000 transactions daily.

Successes: Hired and coordinated staff of 30 to attain \$1 000,000 in sales in just over 150days.

Planned and supervised planting and maintenance of over 1 million cuttings annually.

Developed company policy and corporate image in the community.

Reduced operating costs by 35% in two years via creative new labor saving techniques.

EDUCATION

Diploma in Theatre Studies, Red Deer College, Red Deer, Alberta, 1990.

High School Diploma, Spruce Grove Composite High School, Spruce Grove, Alberta, 1988.