

► Daniel G. Fleming

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Summary

Industry Professional with 10+ years of Sales/Design/Field experience. Proven track record of implementing successful sales programs and strategies to exceed company goals.

Driven, results-orientated professional who prides self in building professional and productive relationships with co-workers and customers.

Education

Electrical Engineering Technology – Industrial Controls

(2002)

- College of the North Atlantic, Newfoundland (3 year program)
- Specialization in Industrial Control Systems Design and Implementation.

Electrical Engineering Technology – Power and Controls

(2000)

- College of the North Atlantic, Newfoundland (3 Year program)
- Specialization in Power Generation and Distribution Systems

Experience

Account Manager

(April 2018 – August 2018)

Westburne Electric – Regina, SK

- Technical sales/support to major Industrial facilities in Saskatchewan
- Leader in Electrical Distribution products and services
- Develop Tender bids for major projects throughout Saskatchewan
- Develop and maintain relationships with both existing and new Electrical contractors, and end users for major electrical installations

Senior Account Manager

(June 2017 – April 2018)

Source Atlantic Ltd. (Formerly known as Moore Industrial Ltd.) - Regina, SK

- Technical sales/support to major Industrial facilities in Saskatchewan
- Provide technical assistance with the Electrical and Mechanical systems within these facilities.
- Utilize expansive product knowledge to support customers' requirements and provide technical support.

Senior Specialist (Sales) – Distribution, Automation, and Control Products
(December 2015 – April 2017)

WESCO Distribution Ltd. - Regina, SK

- Develop proposals for public tenders to Electrical and General Contractors
- Responsible for growing market share of Distribution, Automation, and Control products in the Southern Saskatchewan Territory
- Utilize expansive product knowledge to support customers' requirements and provide technical support to local sales team

Branch Manager

(June 2015 – December 2015)

TROY Life and Fire Safety – Regina, SK

- Develop proposals for public tenders to Electrical Distribution Suppliers for the "SIMPLEX" Fire and Life Safety product lines and responsible for growing market share of Life Safety products
- Manage day to day operations of the branch and staff of 3 technicians and 2 support staff

Territory Sales Manager

(March 2010 – June 2015)

Emerson Electric | White-Rodgers – Calgary, AB

- Duties included negotiation, closing, maintenance of existing customer network, as well as seeking new growth opportunities within the sales territory of B.C., Alberta, and Saskatchewan
- Carried out sales/product training for customers and end-users
- Direct communication with Corporate as well as national accounts
- Develop strategic sales programs for national accounts
- Conducted product/sales training seminars with customers in Territory
- Responsible for "POP" displays of products and sales tools/literature for each branch
- Focused on building relationships/rapport, and solution sales tactics
- Market share focused selling – Focus on switching customers to alternate products with similar product specifications
- Multiple sales achievement award winner

Product Specialist – MCC Division (Northern Alberta)

(March 2006 – March 2010)

EATON Corporation – Airdrie, AB

- Worked as part of the Engineering team in the Motor Control Center manufacturing facility
- Designed custom orders per engineered specification in regards to end user requirements
- Serviced primarily the Northern Alberta market for new oil sands developments, as well as the upgrading of existing facilities
- Supervised commissioning of new electrical equipment installations throughout Canada
- Design-build / custom manufacturing facility – raw material to final product implementation

Electrical Maintenance – TEAM LEAD

(September 2003 – March 2006)

Lakeside Packers | TYSON Foods – Brooks, AB

- Supervised a team of 2 Journeymen Electricians in the day to day operations of the facility
- Maintained, repaired, and troubleshot existing electrical equipment, as well as installed and commissioned new installations

Skills and Accomplishments

- Continuous sales growth year over year with White-Rodgers in Canada
- Chairman's Award – Salesman of the Year in Canada (FY14)
- Pinnacle Award – Outstanding Sales Growth (FY14)
- Sales Achievement Award – Outstanding Sales and Customer Support (FY13)
- Chairman's Award – Salesman of the Year in Canada (FY12)
- Distinguished Sales District Award – Highest Sales Growth in North America (FY12)
- Member of the "Emerson Climate Technologies 100% Club" for 5 years – Recognition of meeting or exceeding sales target (FY10 through FY14)
- Professional Selling certification-Canadian Professional Sales Association (CPSA)
- Completed "LEAN Machine – Manufacturing Process Improvement" training
- National account management
- Project management
- AutoCAD proficient
- Strategic and consultative sale approach
- MS Office proficient
- Learners CLASS 1A driver's License (Saskatchewan)
- Class 2/3/4/5 driver's License with Air Brake Endorsement