

Shane J. Porter

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AWARD-WINNING SALES MANAGER

- **Top-ranked sales manager with a seven-year history of sales success.** Recognized for contributions to record-setting sales figures, territory startup/expansion and new account development.
- **Proven ability to lead sales teams to achieve multimillion-dollar revenue gains.** Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages.

EXPERTISE

- | | |
|---------------------------|-----------------------------|
| ▪ Sales Team Supervision | ▪ Presentations & Proposals |
| ▪ Territory Management | ▪ Closing Strategies |
| ▪ New Account Development | ▪ Sales Training |
| ▪ Relationship Building | ▪ Lead Qualification |

PROFESSIONAL EXPERIENCE

C.I.S. ENERGY, LLC.

Founder & CEO, 03/2014 to current

Founded C.I.S. Energy by creating a phone server from scratch, building our website, organizing marketing campaigns and recruiting top sales professionals. We've had success due to our experienced staff and continued dedication to putting the customers needs first and foremost with a focus on business ethics.

Results:

- Obtained large corporate clients such as Groupon, Hooters, and major manufacturing companies.
- Saved countless amounts of dollars for our clients. Taking them from high variable rates to low fixed rates.
- Implemented a client and sale professional CRM that helps manage accounts for clients and employees.
- Added services such as energy management software, demand side programs and utility auditing.

IMAGE MEDIA-Tarpon Springs, FL.

Account Manager, 08/2013 to 03/2014

Sales Manager, 1/2010 to 06/2013

Handled selling direct mail marketing and advertising for any companies wishing to advertise via mail, online or in targeted campaigns. Specialized in EDDM. (Every Door Direct Mail).

Results:

- Ran successful political campaign for Mayor Travis Palladino of Madeira Beach, Florida. Involved creating campaign artwork and printing promotional.
- Able to create campaign that lowered cost through EDDM and zip code/ mapping of mail.
- Top salesman award multiple times.
- Learned SIC code marketing, use of CRM's (Salesforce) and other important marketing tools.

SHELTER VEHICLE SOLUTIONS – St. Charles, MO

Recruited to lead startup of new call center and manage a 12-member team with a nationwide territory. Grow market share by increasing closing percent of inbound calls while maintaining an industry high gross profit.

Results:

- Increased territory sales within two years exceeding quota by 12% in 2011 and 15% in 2010.

- Ranked as #1 sales manager (out of 12) in 2011 and 2010.
- Fostered a robust, sustainable network of nationwide, leveraging strong listening, presentation and closing skills to optimize sales results despite previously dominant competitor advantage.
- Gained valuable insight on the sales process as well as built business relationships that are ongoing.
- Demonstrated an unwavering commitment to customer service, adding new customers while maintaining premium service levels with existing accounts.

SERVICE PROTECTION DIRECT – St. Louis, MO

Sales Manager, 2/2008 to 1/2010

Sales Associate, 6/2007 to 2/2008

Managed daily operations of automotive service contract sales center. Provided floor sales leadership and supervised eight associates. Rapidly promoted from initial sales associate position.

Results:

- Surpassed sales goals by 19% in 2009 and 14% in 2008.
- Recognized for superior performance as a two-time district “Employee of the Month” honoree.
- Very successful high volume call center with a well-organized sales staff motivated to succeed.

EDUCATION

SCC – St. Charles, MO

Associates of Science in Business Management, 6/2012