

Robert W. Barger

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SUMMARY

Extensive experience in sales, marketing and management. Nine of those years spent running my own business. Special emphasis on:

- Major sales increases.
- New product introductions.
- Sales promotions.
- Business partner relationships.
- Extensive customer service.
- Hiring & training.

EXPERIENCE:

OLD DOMINION FREIGHT LINES Greensboro, NC **2006-2009**
Commercial driver (Class A with all endorsements)

- 350,000 safe miles driven

BARGER INSURANCE AGENCY Greensboro, NC **1997-2006**
Owner

Owning of an independent health & life insurance agency.

- Managed all aspects of the business including sales, budget forecasting and administration.
- Designed & published company literature.
- Developed presentations, marketing plans and proposals.
- Expanded customer base annually and increased sales 6 of 9 years.

MASCO, WEISER LOCK DIVISION Tucson, AZ **1974-1996**
Builder Sales Manager Greensboro, NC 1993-1996

- Worked with major home builder's accounts in the Southeast.
- Developed product presentations, marketing plans and proposals.
- Established twenty-two new builders including Pulte, Arvida, Centex and Lennar homes.
- Generated revenue of over \$1,350,000 annually.

District Sales Manager Greensboro, NC 1976-1993

- Managed 9 company sales employees and 2 independent sales representatives.
- Hired, trained and motivated sales force.
- Established major accounts with Home Depot & Lowe's.
- Increased sales from \$5,000,000 to over \$20,000,000.

Territory Salesman Roanoke, VA 1974-1976

- Called on building material retailers.
- Increased sales every year.

VIRGINIA CAROLINA CARPET DISTRIBUTORS, Richmond, VA **1972-1974**
Territory Sales Rep.

EDUCATION

BA, Business Management; College of William & Mary, Williamsburg, VA **1972**