

Barry J. Dunsmore

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Sales professional with a successful history ensuring excellent relationships with existing customers while aggressively pursuing new market/customer opportunities. Focused on increasing sales by successfully solving problems for the customer.

CORE COMPETENCY AREAS

Customer Focus
Interpersonal Relations
Communications

Adaptive Approach
Mechanical Aptitude
Creative Problem Solving

Integrity/Work Ethic
Diverse Background
Project Management

INDUSTRIES

Tooling Supply and Design Furniture Manufacturing
Wholesale Distribution (Tools) Visual Advertising (Signage)

KEY ACHIEVEMENTS

Sales:

- Developed business to business growth through solution based, consultative selling
- Solved manufacturing problems that reduced client production cost
- Traveled regionally and nationally to expand customer base and service accounts
- Increased the sale of new products by 42%
- Sales responsibility enlarged 44.5% in two years
- Located prospects that met the company business model and created a follow up pipe line

Leadership / Management:

- Focused on challenges in a creative manner; always valuing the input of others
- Used active listening skills to effectively engage and communicate with others
- Creatively managed time and expenses for a territory covering 3 states
- Directed a team that merged the sales administrative operations of three companies

Marketing:

- Responsible for national trade show presentations (design; display; training; sales)
- Designed and created advertising campaign for national promotions using print media
- Established and managed marketing tactics to push and pull product through distribution
- Identified new clients using the internet, trade shows, industry knowledge and advertising
- Traveled internationally to find and evaluate new products for distribution

PROFESSIONAL EXPERIENCE

<u>EVENING UNLOAD TEAM</u> (Part Time - Retail) Lowe's Home Improvement High Point, NC	05/2010-Present
<u>SALES REPRESENTATIVE</u> (Business to Business) Sign-A-Rama (Visual Communications Displays) Greensboro, NC	05/2009 - 02/2010
<u>ACCOUNT EXECUTIVE</u> (Business to Business) SIGN MINE, INC., (Visual Communications) High Point, NC	09/2008 - 04/2009
<u>SALES ENGINEER</u> (Business to Business) LEITZ TOOLING SYSTEMS, INC., (Carbide and Diamond Tooling) Archdale, NC	11/2003 - 10/2007
<u>SALES ENGINEER</u> (Business to Business) COMPONENT CONCEPTS, INC., (Furniture Component Parts) Thomasville, NC	03/1994 - 05/2003

COMPUTER SKILLS

Proficient in MS Office (Word, Excel, PowerPoint, Outlook)

EDUCATION

University of Virginia, Electrical Engineering
High Point University, Business Admin.
Guilford Technical Community College, Computer Programs

COMMUNITY SERVICE (Current)

Urban Ministry of High Point – Volunteer in Food Kitchen
Triad Job Search Network – Various Volunteer Leadership Roles