

## **Barry G. Epstein**

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Accomplished professional sales representative with extensive sales experience including industrial and commercial service contracts, facility services, energy consumption reduction strategies, and sustainability.

Proven success in developing strong business relationships, negotiating complex sales agreements, defining successful sales programs and influencing sales personnel.

Acknowledged by customers both internal and external for quality, integrity, and commitment to partnerships resulting in strong repeat and referral business.

### **EXPERIENCE:**

#### **Piedmont Air Conditioning, Greensboro NC**

Feb 2007-June, 2009

Maintenance Consultant

Provide cost effective solutions to commercial and industrial facilities and improve the performance of HVAC equipment.

Make recommendations after an initial equipment survey and analysis of financial history, and create proposals based on budget and business trends.

- Winner of company wide sales contest for August, 2008.
- Performed at or above sales plan for 2008.

#### **Airways Systems, Bensenville IL**

Account Manager April 1997 – May 2005

Services and products included Indoor Air Quality investigation, ventilation cleaning, filtration and kitchen exhaust cleaning to hospitals, manufacturers, commercial and industrial facilities, schools and food service properties. Many customers were Fortune 500 companies.

- Increased sales of company by 33%.
- Reduced inventory and overhead costs of Filtration Division by consolidating products into one location for storing and shipping.
- Developed and created Filtration Division into \$350,000 annual sales.
- Built relationships with Facilities Departments of BP Amoco, General Motors, Navistar, O'Hare Airport, University of Illinois, DePaul University, Illinois Institute of Technology, and Case Equipment

**Kitchen Distributors of America,**

June 2005 – March 2006

April 1990 - April 1997

Called on builders of custom and multi family projects to design and specify products for kitchens, bathrooms, entertainment centers and recreation areas using 20/20 Design program with excellent results and proficiency.

- Completed projects included custom single-family and multi-unit condominium buildings.
- Member of the team with the highest sales volume in the company.

**TransAmerica Commercial Finance,**

Palatine IL 1985 – 1990

Credit/Collections Manager

- Services included commercial financing for boats, motors, and trailers to Boat dealers in five state area.
- Credit analysis to determine credit worthiness and collections of funds when products were sold.

**EDUCATION:**

Roosevelt University, Chicago IL 1985

Bachelor's Degree in Business with a Finance major.