

BRUCE G. MINOR

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Jamestown, NC

Summary:

Experienced in sales, marketing, and management with proficiency in:

- Building profitable, long term relationships
- Making effective sales presentations
- Getting results through superior communication
- Leading a successful sales team

Experience:

CACO Window Fashions, Inc., Johnson City, TN 2002-2009

Territory Sales Manager

- Expanded the dealer network in NC, SC, & VA while retaining current customers. Consistently had the top producing territory, accounting for 30-35% of sales.
- Achieved sales growth by increasing market share and signing new accounts. Increased sales by 10% my first year.
- Gained approval of the commercial line by presenting to architects. Secured their commitment to specify CACO, which led to growth in commercial sales.

Clayton's Interiors, Greensboro, NC 1993-2002

Managing Partner and Co-owner

- Managed the retail showroom and shop-at-home service.
- Developed management policies that improved operations and profitability.

Senior Designer / Salesperson

- Achieved top producing salesperson for six consecutive years.

Reynolds-Atwood, Inc., Greensboro, NC 1991-1993

Manager, Fast Photo

- Managed all day-to-day operations of retail operation
- Achieved sales growth and profitability

Outside Sales Representative, FAST SIGNS

- Expanded sales by successfully cold calling in person and on the phone
- Designed and sold custom signage

Education:

BSBA in Marketing, Appalachian State University, Boone, NC

Volunteer Activities:

Financial Peace University: Led the 13 week course in personal finance. 2008

Florence Elementary School: Weekly lunch buddy program for at-risk students. 2009