

MARK M. EGLOFF

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CAREER SUMMARY

Innovative sales leader with well over 20 years of business to business success. Capable of exceeding company and customer expectations by developing and executing marketing and territory plans. Consistent track record of market share, sales growth and client retention, driving increases in profitability. Flexibility to perform independently or in team-oriented work assignments to obtain my goals. A highly motivated individual committed to customer satisfaction with a passion for total company success.

PROFESSIONAL EXPERIENCE

PLY GEM WINDOW GROUP/MW/ALENCO/GREAT LAKES WINDOWS, Greensboro, NC **1997 – 2009**

Manufacturers Sales Representative

Sold wood, clad, vinyl and aluminum windows and patio doors to national and independent building supply dealers in North Carolina and South Carolina.

- Achieved or exceeded sales budget 8 out of 11 years
- Was the National Accounts Manager for Lowe's Retail, Moores, and Carter Lumber for 3 years dealing direct with the corporate headquarters buyers and merchandisers.
- Added new product lines to Lowe's Retail and added vinyl window stock to Moores Lumber dealers resulting in over \$3 million in addition sales.
- Targeted and brought in 5 national and regional production builders in 2008 worth \$1.6 million in sales
- Facilitated 84 Lumber product and computer ordering software training class for all locations in North Carolina and South Carolina in 2008.
- Increased sales from \$800,000 to \$3,000,000 within the first three years in the territory by adding new customers, presenting and selling our complete product line and excellent customer service

CROFT METALS INCORPORATED, Greensboro, NC

1994 – 1997

Manufacturers Sales Representative

Coordinated sales of vinyl/aluminum windows, doors and shower stalls to major home improvement warehouses and independent building supply companies.

- Built up sales from \$1.3 million to over \$4 million by increasing the customer base, working dealer and homebuilder shows and training existing customers on all of the products.

SUN CO SUPPLY, Jacksonville, FL

1992 – 1994

Sales Representative

Assisted in all phases of start-up of this paper/janitorial supply company including the hiring and training of staff. Also managed sales and marketing of company product line in NE Florida and SE Georgia.

- Increased sales from \$0 in 1992 to over \$785,000 overall by persistent sales calls to the different originations on the three Naval bases in the area.

MILITARY

United States Navy,

E-4 / Hull Technician

Served aboard USS. Forrestal

EDUCATION

AA, Business Administration, Florida Junior College, Jacksonville, FL