

Randy Etman

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SUMMARY:

I am a driven and proven sales professional with management experience promoted to the executive level based on my previous performance and my ability to lead a sales team and organization to success. I am looking for an organization that will truly allow me to utilize my strengths and talents in sales and management to allow for the ability to grow within a strong organization. I am a self-motivated individual that can function independently with a focus to details and to the clients I serve to ensure that the goals of the organization that I am a part of are met, along with driving the team organizational goal. I believe in setting expectations and holding individuals accountable to their individual results. I am very organized and detailed oriented person with great client relation and development skills along with the ability to close the sale and maintain long term client relationships. I have the ability to function independently or with in a team to strive towards the end goal of the team and organization.

Career Experience:**SemaConnect a Blink Charging Company: August 2021 – Present:**

Sales Director: As a regional Sales Director I manage a team of based in the Northeastern US with specific focus to Mid-Atlantic area through New England. I implement training best practices and work with the team one on one in the field growing marking share in markets that include multifamily, commercial real estate, universities and fleet applications. There is also focus to resellers and distribution partners in the Northeast region.

- Direct reports include: (5) Territory Managers, (2) Sales Development Representatives, (4) Business Development Representatives.
- Geography managed includes from Virginia/DC – Northern Maine and eastern Canada
- Travel 3 weeks per month
- FY2022 – budget \$8,000,000 – achieved: \$9,014,011 or 113% of plan
- FY2023 – budget \$12,000,000 – achieved YTD: \$7,286,953 or 150% of plan

JuiceBar EV: September 2019 – July 2021:

Vice President of Sales (June 2020-July 2021): As Vice President of Sales I was responsible for sales growth of Electric Vehicle Charging stations within the Southeast Region. I am also responsible for management of a strategic business development team to grow market share across the U.S. I will also be responsible for the implementation of a manufacturing process within the Southeast to support growth within the southern region in order to cut manufacturing and shipping costs and managing the full-circle sales cycle.

- Implemented inside sales structure for Southeast
- Increased revenues 110%

Regional Sales Manager (September 2019-June 2020): As a Regional Sales Manager for Juice Bar EV I was responsible for the Southeast to include Florida, Georgia, Tennessee, Texas, Alabama, Mississippi, North and South Carolina and Texas. I am responsible for developing customer relationships, marketing and brand awareness and the development of reseller and distribution channels throughout my region to include large electrical contractors such as Power Design and working with OEM's such as GM, Ford and BMW on EV charging programs and infrastructure within dealerships and fleet applications.

- Pre-sale of \$550,000 in product
- Promoted to VP of Sales Southeast

SemaConnect: June 2013 – August 2019:

Territory Manager - Florida/National Account Manager: As a Territory Sales Manager for SemaConnect I was responsible for the Southeast which includes: Florida, Georgia, North and South Carolina, Texas, Alabama, Mississippi, Arkansas and Tennessee along with large national accounts such as Dunkin Brands, Oracle and others. SemaConnect is the manufacturer of commercial electric vehicle charging stations with a focus to a variety of vertical markets to include commercial real estate, development, hospitality, multifamily, and corporation. As part of my responsibilities I call on C level executives of companies such as CBRE, Jones Lang LaSalle and others such as general contractors, developers and large corporations to educate the client on the electric vehicle industry and then to position the benefits in adding an electric vehicle charging station(s) to their respective property or properties or fleet applications.

- Ranked #1 fiscal year 2014
- Ranked #2 fiscal year 2015/2016/2017/2018
- \$1,000,000 plus in sales revenue 2018
- \$1,350,000 in sales revenue through August 2019
- Managed Electrify America deployment in Miami and Chicago

North American office Solutions: November 2012 – June 2013:

Technology Consultant: As a technology consultant with North American Office Solutions I was responsible for client retention and new customer development through the sales of various products from a Managed Print Services or Managed Network services offering to the very complex solution involving multiple devices and various software solutions. I am responsible for calling on C level executives to present a strategy plan for gaining a financial savings or an increase in productivity and organization performance through a fully integrated solution.

Danwood America: March 2012 – November 2012:

Sales Manager: As a sales manager at Danwood America I was responsible for the development, training and sales generated through a team of 6 sales professionals. Through this team of 6 we cover a larger geographic area within Central Florida. As part of my daily responsibilities I work with each sale's professional to outline a strategy to gaining new business along with a focus on customer service support.

- Developed entire sales team from 1 to 6 representatives in 3 months
- Created and developed sales training material

IKON Office Solutions: (January 2007-January 2012):

Sales Manager: When I was sales manager for IKON, I managed a team of twelve account executives with an annual budget of \$3.1 million upon my transfer to Orlando, FL. My previous management role in NYS I was responsible for a team of 3 Major Account Executives and 2 Account Executives with a budget of \$3.5 million per year, within this role my team focus was that of larger commercial accounts with 50 + plus employees and large government agencies. Also part of my previous responsibilities I managed IKON's NYS Contract. This contract generates approximately \$12 Million in annual revenue and is approximately 60% of the revenue for Upstate NY. I am involved with the development of pricing structures and marketing materials that are posted to our website. I also assist in supporting the sales representatives as it relates to the NYS contract throughout the state.

- Was 101% of plan fiscal year 2007
- Achieved 112 % of Plan first half fiscal 2008
- Was 105% of Plan fiscal year 2008
- Successfully negotiated Several NYS Contracts resulting in annual revenues in excess of \$500,000.00
- Chair 2008 all Sales Meeting
- Nominated for IKON's sales succession program (2008/2009/2010)
- Participated in IKON's Mentor Program (2009/2010)
- Under my leadership two AE's Achieved President's Club in 2009
- Under my leadership two AE's have been promoted in 2009 and 2010
- Was Manager of the Quarter 2009 Q4 (214% of plan)
- 70% of my budget is based upon Net New Business

ESP (January 2006 – December 2006): National Government Contract Support Manager

As a National Government Contract Support Manager my responsibilities included educating Government Agencies across the United States on the benefits of power protection through direct appointments. I also supported 10 Regional Managers across the U.S. along with 3 OEM Managers.

- Development of presentation to market ESP to Government Agencies, Universities, and K-12 Schools
- Offer Sales Support to the Regional Managers
- Worked directly with the Manufacturers Government Teams
- Have directly influenced several states to incorporate power protection language in their copier RFP.
- Coordinated and attended trade shows across the U.S.

ComDoc Inc. (February 2003 – January 2006): NYS Government Account Executive

At the time of my arrival ComDoc had no presence with in the NYS agencies and or municipalities. ComDoc is Ricoh Corporation's largest independent dealer with sales in excess of 80 Million Dollars. With in the three-year period that I was with ComDoc, I had brought on several NYS agencies and municipalities such as NYS Education Dept., NYS Division of Budget, NYS Legislative Bill Drafting, City of Albany, Town of Colonie, and Rensselaer County. Other accomplishments include:

- Achieved total sales in excess of \$1,000,000.00 fiscal 2004
- Total sales were \$998,000.00 fiscal 2005
- Was ranked with in the top 5 performers of 130 reps within the company for 2003 and 2004
- Achieved Presidents Club 2003 and 2004
- Including additional management of additional state account representative

Eastern Copy Products: (June 1999-January 2003): Account Executive

Eastern Copy Products is a 25 year-old organization and a leading provider of digital technology and office equipment with offices throughout the state. Responsibilities included initiating contact with clients via cold calling, telemarketing, and mass mailings for the opportunity to create sales and develop and non-existing database.

IKON Office Solutions: (April 1989- June 1999):

Names Account Executive: (April 1998-June 1999)

Responsibilities included the development of relations between IKON and the three hundred and forty clients in my assigned territory. These clients are larger sized companies with multiple machine placements, therefore a more experienced and proven representative are given these accounts to maintain relationships with on a much higher executive level.

Geographic Account Executive: (November 1997-April 1998)

Primary responsibilities were continued development of current customer relations, while prospecting for new customers; the role was primarily a hunter role. This process included making thirty to forty cold calls per day and also telemarketing sales for appointment. Promoted to Named Account Executive

-Senior Technical Representative: (April/1997-November/1997)

-Parts Inventory Manager: (June/1993-April/1997)

-New Product Support Specialist: (August/1991-June/1993)

-Technical Representative: (April/1989-August/1991)

Education:

Berlin Central School – Berlin, N.Y.

-Business Major

Manfred Real Estate School – Albany, N.Y.

-Real Estate Agents License – NYS

Ashworth College – Norcross, Ga.

-Professional Private Investigation/Criminal Justice Program

City College – Altamonte Springs, Fl.

-Private Investigators Intern Training Program

Seminars:

- IKON Sales Core Training Session 1, Session 2, and Session 3
- IKON High Volume Sales Training and Vito Selling

Additional Skills:

- Proficient with Microsoft Word, Excel and Power-point
- Utilization of CRM Sales Force.com, Compass and Pipedrive
- Utilization of Outlook
- Linked In Member
- Volunteer Orlando Rescue Mission and Orlando Gift for Teaching
- Webinar presentations