



John M. Porter



Personal Info

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Professional Summary

Conversant and performance oriented professional having 20+ years of experience and keen insight into operational activities of sales and in growing revenues of commercial, government, educational and non-profit sectors. Highly skilled in coordination with sales and technical support personnel to understand customer requirements and provide sales support. Innovative professional, adept at product education, arranging and carrying out product trainings & meeting regular sales targets. C-level business developer proficient in monitoring and projecting sales, cost analysis, pricing, negotiations, conducting research activities and rendering tasks related to business development.



Work History

2015-05 -

2019-07

Named Account Executive

A.C.E. Market & Legal Specialist, Konica Minolta

- Remains in frequent contact with the clients in responsibility to understand their needs and identifies and establishes rapport with major players in territory
- Unearths new sales opportunities through networking and turn them into long term partnerships; opens and develops new markets

2011-04 -

2015-02

Senior Account Executive

QUALITY RETAIL SYSTEMS, Schaghticoke, NY

- Set and monitored sales targets and expanded footprint in Albany market
- Developed strong and long-term client relationships, supported product implementations and trained client users and superusers
- Standardized CRM software and established sales protocols

2010-04 -

2011-04

Government And Major Accounts

COMDOC (acquired By Xerox), Latham, NY

- Implemented sales strategies to maximize revenue and profits through maintenance and penetrated major commercial, educational and municipal accounts
- Trained users and super users on software

2009-01 -

2010-04

Named Account Executive



Skills

Consultative Sales



Account Development



Technical Acumen



Product Demonstrations



On-site Customer Training



Sales Processes & Protocols



Account Management



Relationship Management



Client Negotiation



MS Office



- 2004-01 - **Government / Commercial Manager**
2008-01
IKON OFFICE SOLUTIONS (acquired By Ricoh), Troy, NY
- 2002-01 - **Sr. Sales Representative**
2004-01
GFBM, Glens Falls, NY
- 2001-01 - **Major Account Representative**
2002-01
NATIONAL GRAPHIC SUPPLY CO. INC, Albany, NY
- 2001-01 - **Regional Sales Executive**
KEIFFER-MARTIN, Albany, NY
- 1998-01 - **Maintenance Account Executive**
2001-01
IKON OFFICE SOLUTIONS, Albany, NY
- 1997-01 - **Regional Sales Executive**
1998-01
RETRO-FIT, Albany, NY
- 1996-01 - **Regional Sales Executive**
1997-01
INTELLIGENT SOLUTIONS, Albany, NY



Education

B.S: Business Administration

North Adams State College - North Adams, MA



Sales Awards & Recognitions

- Achieved Top Salesman for 2012 and exceeded company average sale size by 30%
- Successfully expanded major private accounts and government contracts by 25% via new accounts, including Albany ENT & Allergy Services and multiple large school districts
- Successfully generated 95% new business while maintaining 90% renewal with existing client base
- Recruited top area Sales Manager that enhanced the department and grew company sales
- Successfully secured several new large accounts including Albany Convention Center and three SUNY sites: Albany, New Paltz and Cobleskill

Business developer



CRM Suite of knowledge
(ACT, Goldmine, Soaring and CRM 360)



Docuware (Document Management System Software)



Computer support



PC's, Servers & Networks



Professional Trainings

Trained in current sales and marketing techniques, such as Evolve 2.0, Winne Ary, SPIN and Letters to VITO

Trained and certified in multitude of sales techniques, products and software from Xerox, RICOH and SHARP



Memberships

Member, Metroland Executives Inc. (2011 – Present)

Member, Schenectady County Chamber of Commerce (1998 – Present)

Member, Albany-Colonie Chamber of Commerce (1995 – Present)