

Lawrence J. Andrews

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QUALIFICATIONS

Top-ranked sales professional recognized for contributions to record-setting sales figures, territory expansion and new account development. Proven ability to lead sales teams to achieve multimillion-dollar revenue gains. Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages. Experienced, “fearless” cold-caller and expert presenter, negotiator and closer.

EXPERTISE

- * Team Supervision
- * New Account Development
- * Complex Negotiations
- * Closing Strategies
- * Territory Management
- * Relationship Building
- * Presentations & Proposals
- * Sales Training
- * Lead Qualification

CAREER HISTORY

Nov 2018 to Oct 2019

Account Manager Eastern/Northern Ontario, Stinson Owl-Lite

- Support and grow product sales of Traffic & Infrastructure solutions to increase revenue, profit and overall growth within the Eastern/Northern Ontario.
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Feb 2017 to Nov 2018

Regional Sales Manager Ontario, QMB Barrier Systems Inc

- Support and grow product sales of Construction Safety Equipment to increase revenue, profit and overall growth within the Ontario Region utilizing Small Sales Team & Distributors.

Sept 2011 to Dec 2016

Territory Manager, Eastern Ontario, RCR International, Boucherville Quebec

- Awarded the “Top Sales performer – TOP Prospector” award for my accomplishments in cold calling in 2012 & 2014.
- Awarded “Top Sales performer – Hardware Category” in 2014.

Feb 2009 to Aug 2011

General Manager, Stirling Surplus Ltd., Stirling

- Responsibilities include management and operations of the store.
- Direct all the operations of sales floor and prepare reports for daily sales.

Mar 2004 to Dec 2008

Territory Manager, Eastern Ontario, UWG Inc., Brampton

- Consistently achieve quarterly sales targets, reaching annual revenue of \$1.2M.
- Established, managed, and serviced 75-125 business accounts within a competitive region.

Dec 2000 to Feb 2004

District Manager, Joggers Retail Stores, Belleville

- Responsible for overseeing several multi-million dollar stores in the implementation and administration of an Award winning employee orientation program.
- Interviewed, hired, coached, and trained candidates and employees.

Sept 1989 to Dec 2000

Blemished Tire Distribution Manager, Edward Michael Sales Ltd (Canadian Tire Associate Store), Woodbridge and Trenton

- Manage day-to-day operations of a multi-million-dollar distribution warehouse by supporting sales and marketing efforts to increase profitability, managing sales force in calling on Canadian Tire dealers to grow business, detailed managing of all logistics issues and the general coaching and training of all personnel in sales office and warehouse.
- Was involved in heavy customer interaction both in and out of the facility ensuring overall customer satisfaction.

EDUCATION

1996-1999

- Sports Business Administration, Lambton College

2016

- Sales Coaching for Success – CPSA, Toronto
- Professional Sales Management – CPSA, Toronto

2015

- Professional Selling – CPSA, Toronto

VOLUNTEER EXPERIENCE

- Member of AORS (Association of Ontario Road Supervisors) Spotlight Committee – Directory
- Marketing/public relation's intern of the Sarnia Sting OHL hockey club.
- Program Coordinator of "We can all play" event held at Clearwater arena in Sarnia.
- Co-Founder/General Manager of campus Not-for-Profit Cardio Fitness Centre and Lambton College.
- Formerly a volunteer Firefighter trainee with Quinte West
- Assistant Coach for Stirling Minor Hockey Association