

## **Brandon J Wilson**

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### **Professional Summary**

Professional law enforcement sales representative selling to a wide variety of customers and maintain strong recurring sales. Adept at identifying opportunities, creating effective sales presentations and maintaining a strong customer base. Specialize in high volume sales and customer service.

### **Education**

- Bachelor of Science in Business Marketing | August 1, 2015 | Columbia Southern University
- Associates in Business | August 1, 2012 | Columbia Southern University

### **Work Experience**

Territory Manager March 2022- Present- Aardvark Tactical

- Manage all outside sales and face to face customer interaction in two territories spanning eight total states.
- Build relationships with customers to understand their specific needs and assist them in selecting the proper equipment for their day to day operations.
- Grew gross revenue in assigned territories by over 200 percent in 2023.
- Responsible for representing the company at multiple trade shows at both the regional and national level.
- Performs product demonstrations for a wide range of product lines.
- Utilize Customer Relationship Management software to manage and record customer interactions.

Sales Representative July 2016- January 2022- Georgia Crown

- Increased territory sales in three different sales territories by at least 7% every month for five years.
- In five years as a sales representative I hit my goal 59 months out of 66. Out of those 59 months I was in the top 10 in sales percentage in the division
- Developed and maintained a strong working relationship with current and former buyers

- Increased floor conditions in all of my accounts, resulting in having a higher percentage of floor representation than the market share that is expected of sales representatives.

### **Work Experience**

September 2012- July 2016 - Hop City Craft Beer and Wine - Krog Street Market

#### **General Manager**

- Managed and trained over 20 employees on customer service and day to day operations. Creating and maintaining a training program for new and current employees.
- Reviewed product beer orders with fellow managers to ensure quality and make sure product is in date.
- Maintain and enhance relationships with guests, corporate clients, distributors and brewery representatives.
- Educated new and seasoned bartenders on styles of different of beers and conducted training sessions on all local breweries. As a result, bartenders became more responsible, accountable and knowledgeable in recommending products to our guests.
- Working closely with distributors and brewery reps to plan tap take overs and special release events. These efforts have exposed Hop City to a new clientele and have helped raise sales by 17% from 2015-2016

June 2007- June 2010

#### **U.S. Army Recruiter**

- Recruited men and women for Army service.
- Created a highly successful weekly training program to prepare recruits for Basic Combat Training.
- 100% of all my recruits entered Basic Combat Training with 50% of them being promoted during or after their training was complete.
- Maintained relationships with recruits and their families, and providing support for the duration of their careers.

### **Awards and Acknowledgments**

- During my employment with Aardvark Tactical I have grown sales revenue 200 percent in 2023 and already have achieved 50 percent growth in revenue in 2024.
- Since being employed with Georgia Crown, I won the division hand selling contest three consecutive years
- While employed at Hop City I have successfully helped solidify corporate clients such as Google, Ignition One and 360i as our corporate clients.
- Was named the top recruiter in the state of Georgia for two consecutive years.
- Four star Generals recognized the effectiveness of my training program, and implemented it as required training for all recruits.

