

RICK C. SECOR
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SUMMARY

- 2023 Top Competition Award
- 2022 Sales Excellence Award “Greatest Year over Year Growth”
- Achieved Eagle Scout Award
- Motivated sales professional with more than 20 years of sales experience.
- Proven record in meeting and exceeding sales goals in both established and new territories.
- Sales skills adaptable to varied professional industries and products.
- Experienced in hiring and managing employees and contractors.
- Strong project management, communication and leadership skills while building quality client relationships.

PROFESSIONAL EXPERIENCE

National Trench Safety (April 2014-Present) Outside Sales Representative

- Continued growth of over \$4.5 million in annual revenue. Manage new and existing accounts, establish company presence in AZ.
- Provide onsite project solutions and work directly with project managers and other company contacts.
- Provide solutions and pricing to customers for the scope of their projects.

PPG Pittsburgh Paints, Phoenix (Feb 2013-April 2014) Manufacturer Representative

- Build relationships and attend industry events, to build market awareness.
- Manage new and existing accounts.
- Provide solutions to customers paint and coating needs.
- Cold Call on all major segments.

Robert Half International, Accountemps, Phoenix, AZ (Oct 2012-Feb 2013) Staffing Manager

- Recruit candidates for Finance and Accounting positions for my clients.
- Negotiate client and candidate rates, per the market.
- Provided ongoing market knowledge to the candidates and clients.

Coating and Foam Solutions, Phoenix, AZ (Jul 2009 – Aug 2012) Regional Sales Manager for Arizona, Nevada, New Mexico, Oklahoma, Southern California, and Texas.

- Sold our products through distribution and direct to contractors in multi-state territory. • Established company, new customers and product presence in Arizona, Nevada, New Mexico, Oklahoma, Southern California, and Texas.

Rick Secor • Took sales from 0 to over 3.5 million dollars in the newly established territories of Nevada, New Mexico, Oklahoma, Southern California, and Texas

- Managed customers, time and priorities in a large multi-state territory.
- Built relationships with distributors, contractors and other manufacturers within the industry.

United Building Products, Inc., Phoenix, AZ (Dec 2005 - Jul 2009)

Territory Manager for Arizona and New Mexico

- Recruited to Established Arizona presence for United Building Products.
- Hired and managed employees including warehouse manager, drivers and contractors. • Effected sales from a start up office with no established client base to a \$3 million territory for the foam/coatings and waterproofing division by December 2008.
- Supervised inventory management, collections and account management.

EDUCATION

Justice Studies, Spanish, Northern Arizona University, Flagstaff, AZ