

SAM CIMINO

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EXPERIENCE

BioMedical Enterprises, Inc. (BME), San Antonio, Texas: January 2007 - present

BME Product Specialist, Horizon Extremities, Shreveport, LA; December 2009- present

Responsible for North Louisiana territory market; increased sales by 120% in 2010 First Quarter

BME Product Specialist, Gulf Coast Surgical Services, Houston, TX, August 2008 – June 2009

Responsible for increasing sales with sales representatives in the territory through Gulf Coast Surgical Services, BME's #1 distributor out of 42 in the United States

Sales Representative, Houston, TX, January 2007 - August 2008

Developed, maintained, and grew new/existing customers by demonstrating and educating Orthopedic Extremity surgeons and Podiatric surgeons the advantages of the OSStaple™ in the operating room, as well as working with hospital staff and administrators on product implementation and education, covering the greater Houston metropolitan area

- Ranked #1 of 5 in the US for Q1 2008 sales and #1 of 4 for Q2 2008 sales
- Promoted from 1099 Rep to Associate Rep to full line Sales Rep within ten months
- Exceeded 2008 sales quota by 115% in Q1, 118% in Q2, and 90-day 2007 evaluation sales quota by 255%
- Increased new business surgeon users by 30% on the OSStaple™, OSSGrip™, and BOSS™ during Q2 2008

DFW Marketing & Advertising, Inc., Euless, Texas: August 2005 – November 2006

Sales Manager

Responsible for the corporate restructure of sales department; oversaw all recruiting, hiring, training, motivation and supervision of seven full-time inside sales representatives, and managed a sixteen-state territory

- Exceeded quota revenue sales by 30% in Q4 2005, 45% in Q1 2006, and 47% in Q2 2006
- Created and implemented a sales training course, reducing sales staff turnover by 20%
- Implemented a structured sales approach within the sales staff, reducing sales cancellations by 25%
- Recipient of 2005 *Sales Floor Manager of the Year*

Yates Broadcasting, Lufkin, Texas: April 2004 - Aug 2005

Interim Sales Manager, 2005

Trained, motivated, and provided support for sales staff; developed promotional ideas with Promotions Director, and maintained control over collection of accounts receivables

Senior Account Executive, Marketing Planner and Outside Sales Representative, 2004-2005

Generated and developed new accounts through educating clients on value of advertising, assisted clients in meeting objectives, achieved station goals, and handled client concerns and objections

Account Executive, Outside Sales Representative, 2004

- Exceeded quota sales by 150% (#2 of 5) in Q4 2004 and 200% (#1 of 6) in Q1 2005
- Ranked #1 of 5 in "2004 Panther Playoff" advertising sales
- Ranked #1 of 5 Sales Leader in "Non-Traditional Revenue" for September and December of 2005
- Reduced accounts receivables by 50% within two months during months of June – August 2005

L.M. Berry Company, Nacogdoches, Texas

Account Executive, Yellow Page Advertisements, 2003

Developed new advertisers plus increased existing advertisers in local yellow pages and designed effective Yellow Page advertisement programs for new and established businesses throughout assigned markets

- Member of Top 3% Valor Sales Team in Sep/Nov/Dec and Top 2% Valor Sales Team and 400% Club in Oct.
- Exceeded new money objective by 130% in Sep/Oct/Dec 2003
- Completed extensive ten-week sales training program

EDUCATION

Stephen F. Austin State University, Nacogdoches, Texas

Bachelor of Business Administration in Marketing, 2003

ACTIVITIES

Boy Scouts of America, Eagle Scout and Order of the Arrow – Vigil Honor

Sigma Chi Fraternity

- Alumni: instructor/mentor for annual leadership training workshop and Values Based Leadership Training workshop
- Undergraduate: chapter president, new initiates trainer, and Supreme Court Chief Justice of IFC Judicial Board