

CALVIN WHEATON

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Sales Management ■ Account Management

- **Award-winning sales professional** with a proven record of exceeding sales goals and breaking company records for sales growth.
- **Consistently ranked as a top performer** and promoted to positions of increasing responsibility.
- **Relationship builder** with strong sales closing skills backed by a commitment to customer service and customer retention.
- **Sales team leader**, trainer and mentor – able to build and motivate teams for high performance.
- **Bachelor of Science in Business Administration** combined with sales and leadership training.

PROFESSIONAL EXPERIENCE

CFC EyeCare, Troy, Michigan, 6/2009-Present

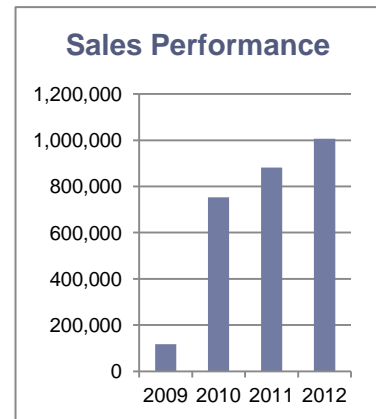
Sales Team Leader/Supervisor (promoted in 2011)

Lead a team of five in sales and customer service for a high growth optical provider. Manage dispensing, fitting, selling, and ordering of customized products. Supervise, train, schedule, and monitor the performance of sales and customer service consultants. Build practices with senior level corporate members and physicians.

- First team member to break \$1M in sales in 2012.
- Consistently ranked as Top Sales Performer of 13 locations.
- Led "Learn and Grow" training workshops and implemented incentives to improve performance of sales consultants.
- Created Standard Operating Procedures (SOPs) for inventory, ordering, and dispensing, which improved efficiency.
- Reduced returns and remakes from 14% to 6.2% by creating needs-based dispensing solutions.

Awards

- *Three-time Employee of the Month.*
- *Employee of the Year honoree, 2011.*



2009 (6 mos.) = \$116,999
2010 = \$753,352
2011 = \$881,913
2012 = \$1,005,233

J. Crew, Troy, Michigan, 10/2007-6/2009

Personal Shopper (promoted from Sales Associate in 2008)

Consulted with clients and selected clothing to meet their style and budget. Extensive daily contact with customers via phone and email.

- Ranked as top regional menswear personal shopper in the Midwest.
- Planned and hosted special events, such as after-hours parties.
- Introduced and promoted high-end products available only at premier locations.

PROFESSIONAL EXPERIENCE, CONTINUED

Harbour Automotive Consulting, Troy, Michigan, 5/2006-12/2006

Paid Intern

One of the few non-engineering interns to be hired by this international automotive consulting firm. Assigned to Detroit Diesel Engine facility, stationed in packaging and shipping. Learned automotive processes, lean manufacturing, and kanban. Extensive communication with line personnel.

- Created time-saving data sheets and streamlined processes.
- Designed and presented workshops to train personnel in process improvements.
- Standardized shipping container sizes from 50 to 10, saving hundreds of thousands of dollars.
- Developed knowledge of automotive processes and gained reputation for creative problem-solving.
- Detroit Diesel extended internship from three to six months due to value brought to the company.

C.H. Robinson Logistics Corporation, 9/2005-5/2006 (part time, concurrent with education)

Scheduler, Coca-Cola Account (promoted from Receiving Appointment Team Member)

- Coordinated and scheduled all Coca-Cola logistics appointments in the Mid-America Region.

EDUCATION & TRAINING

University Of Detroit-Mercy, Detroit, Michigan

Bachelor of Science in Business Administration, 2009

Professional Training

- Leadership Academy, Henry Ford Health System (the only non-management employee selected)
- Needs Based Solutions
- Crucial Conversations Training
- Multiple workshops/Learn and Grow training

COMPUTER PROFICIENCY

Advanced skills in Microsoft Office (Word, Excel, PowerPoint, and Outlook).

Intermediate skills in Microsoft Access and Publisher.

Advanced college-level computer programming training.

Social media (Twitter, Facebook, LinkedIn) and all Internet applications.

MEMBERSHIPS

Sigma Alpha Epsilon Fraternity

Member, Plum Hollow Country Club