**James D. Draper**

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**EXPERIENCE** Southern Glazer’s of Illinois Bolingbrook IL

Sales Representative Independent Markets 3/2016 – Present

Responsible for calling on independently owned liquor stores for the foremost national wine and spirits distributor to meet and exceed company and supplier goals. Represent leading international brands from Bacardi, Patron Spirits Company, and Heaven Hill Brands.

* Achieved 55% increase in volume and attained 100% distribution of Grey Goose in 2018.
* Bacardi Off-Premise Salesperson of the Year for fiscal year 2018.
* Winner of 2017 Best of the Best award.
* Attained 120% of FY17 Revenue goal.
* Ranked #1 Salesperson on team for years 2016, 2017, and 2018.
* Managed territory with revenue over $2MM.
* Achieved 88% growth of Bacardi portfolio first quarter of fiscal year 2017.
* Acquired responsibility of strategic accounts and grew revenue by over 4% in last two quarters of 2016

Wirtz Beverage Illinois Cicero, IL

On-Premise Sales Consultant 4/2011- 3/2016

Planned and executed daily, weekly, and monthly plans to service accounts and fulfill sales quotas and distribution objectives. Represented leading international brands from Bacardi, Brown-Forman, and Remy Cointreau, as well as select craft beer breweries.

* + - Salesperson of the Month January 2016
    - Named Bacardi Salesperson of the Year 2015.
    - Achieved 5% revenue growth year over year 2015.
    - Succeeded in increasing total whiskey revenue growth of 10% for 2015.
    - Increased Bacardi Rum revenue over 20% in Fiscal Year 2015.

Cricket Communications Rolling Meadows, IL

Indirect Service Specialist 8/2009-2/2011

Provided sales support to major retailers for a pre-paid wireless service provider. Responsible for company’s indirect distribution channel while attaining net sales and revenue goals within my territory.

* Achieved 267% sales increase at one Wal-Mart location over a 30-day period and increased per-door-productivity over 10% in all Wal-Mart stores.
* Increased sales over 700% percent in Best Buy from May - June 2010.
* Successfully launched product in national retail chains of Best Buy, Wal-Mart and Target.
* Assisted customers after hours and on weekends with special events and training.
* Trained and motivated national retail associates on promoting Cricket products.

The Combined Group Northbrook, IL

Internal Sales Coordinator 12/2007-6/2009

Responsible for sales administration and customer service of Sharp and Audiovox product lines for Sears, Kmart, True Value, Ace Hardware, and American Hotel Register.

* Achieved up-sell of product to customers with recommendations based on personal research.
* Updated retailer’s vendor managed inventory systems with new product and pricing information.
* Managed trade show sample ordering, set-up and attendance.

**EDUCATION** Northeastern Illinois University, B.S. Psychology