Joe McCrillis

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| 8063 Cedar Court  South Weber, Utah 84405 | joemccrillis@gmail.com | Cell: 909-228-2270 |

* High achieving Regional Sales Manager with proven results year over year. Strong in both enterprise sales as well as small business development. Directing marketing and sales within a large geographical region to produce goal breaking outcomes.
* Respected builder and leader of customer-focused teams; instill a shared, enthusiastic commitment to customer service as a key driver of company goal attainment. Leads by example and ensures the execution of all safety, security, quality and operations policies. Excellent communication with clients at all senior levels. Leading a geographically diverse team to attain growing sales each year.

# Areas of Expertise

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| Sales Growth  Marketing Director  Business Operations Management | Teambuilding & Training  Project Supervision  Customer Service Management | Consultation Sales  Solutions Oriented  Hiring Manager |

# Professional Experience

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| *Quick Dispense* — Southern California, Arizona, Utah, Colorado, Nevada,  Wyoming, Idaho  **Southwest Regional Sales Manager**  Oversee the hiring, training, and performance of 7 salespeople within the Southwest region. Regularly coach and mentor team online and in person observing their sales activities.  **National Accounts/Distribution Manager**  Manage all National Account Sales and Food Service Distributor relationships in the Southwest. Oversee national account growth and distributor development for 7 sales reps in the southwest region for Quick Dispense.  -Added 4 new distributor partners generating millions in new sales growth  -Increase Natl. Account growth by over 25% two years straight.  UT Region Sales Manager  Sales management and business development for various manufacturers to multiple distributors. Enterprise business sales as well as small business focus. Representing some of largest beverage manufacturers in the world. Continued to sell territory after taking over regional & natl. account mgmt. responsibilities.  2012 Rookie of the Year  2013 Salesman of the Year  2013 Nestle Professional Beverages Presidents Club Winner  2014 Salesman of the Year Runner up  2015 Top Sales Performer 2016 Salesman of the Year  2017 Most Placements, Natl’ Accounts sold, & highest customer visits avg. 2018 #1 in Placements while managing sales team  *William Carey International University* — Pasadena, CA  Property Services Manager (Sales)  Originally hired to oversee on-campus housing rentals. Merged two positions adding off-campus housing, 150 units (single family homes & duplexes), commercial facility rentals (200,000+ sq. ft.) and conference rentals as a part of responsibilities. Ensured financial growth and facility renovations to increase the net value of the campus for current operations and future sale.   * Successfully hired and developed a top producing sales team of seven. * 5 Direct reports, oversaw two other managers with teams of 5-9 staff. * Procured and negotiated a 10-million-dollar rental agreement with a new client. * Property sold in early 2019. | 9/2017—present  9/2016- 5/2018  4/12 to present      9/2008-- 4/2012 |
| *Heritage Church/Heritage Theatre*- Lincoln, CA 9/05 to 7/08  **Operations Manager**  Main responsibilities included management of office staff, volunteer coordinator of 185+ volunteers, managed facilities on a 20 acre property and oversaw the operations of the theatre. Advertised rental space for Heritage Theatre and drafted rental agreements. Director of operations for multiple locations, responsible to coordinate various departments to ensure on target results and goal attainment.   * Successfully recruited and trained 200 volunteers and leaders. * Increased theatre rental income by 50% in 3 years. * Special Projects/Events coordination of major events. * Public Speaking | 9/2005—7/2008 |

**Education and Training**

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| *LIFE PACIFIC UNIVERSITY* — San Dimas, CA | 1/18 to 12/19 |

**Master of Arts, Strategic Leadership**

Graduated with 4.0

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| *NESTLE USA –* Solon, OH | 2014 |

**College of Beverage Knowledge- Graduate**

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| *LIFE PACIFIC UNIVERSITY* — San Dimas, CA | 8/96 to 12/99 |

BA, Theology, emphasis on team leadership and public speaking

Accomplishments: Graduated Cum Laude, Elected Student Body Treasurer, Played collegiate basketball for 2 years