

JOHN K. PETERSON

14026 S. 36th Place • Phoenix, AZ 85044 • (480) 759-3160 • thirtysixthplace@cox.net

An experienced salesperson with a strong record of achievement and proven managerial skills

SUMMARY OF QUALIFICATIONS

- Long-term, successful sales experience, specializing in marketing durable consumer goods to local and national retail accounts
- Demonstrated ability to appropriately position new products, deepen market penetration of existing brand names, and achieve measurable sales increases
- Successful managerial experience, including running daily operations, problem-solving, and training and supervising staff
- Excellent interpersonal skills. A persuasive communicator skilled at developing, solidifying and retaining key customers
- Hardworking, self-motivated and results-oriented

PROFESSIONAL EXPERIENCE:

Eldercare Solutions, Phoenix, Arizona 2007 2009
Caregiver Supervisor
*Supervised eight in-home Caregivers
*Responsible for Human Resources and weekly financials

U. S. Airways, Phoenix, AZ 2006 - 2007
Customer Service Supervisor (CSS)
· Assigned to Passenger Operations Center (POC) monitoring inbound/outbound flights
· Assisted Gate Agents in completing on-time departures
· Aided Ticket Counter personnel with PAX check-in/bags
Customer Service Agent (CSA)

Armored Self -Storage, Phoenix, AZ 2005 - 2006
Assistant Manager / Manager
Assistant Manager of Arizona's largest self-storage facility
· Contributed to achieving 99% occupancy from 78%
· Great business experience while applying for Home Inspection Certification
· Promoted to Manager of Chandler facility

Modern Engineering, Mesa, AZ 2004 2005
Test Driver
· Tested all new Nissan automobile introductions for the U. S. market
· Tested new Titans, Murano, 350 "Z", G35, and Armada models prior to market introductions
· Participated in newly developed driving safety procedures as a part of the testing process

J.P. & Sons Investments, L.L.C., Phoenix AZ 2001 - 2004
Rehabber

- Purchased foreclosed homes in the Phoenix metro-market.
- Rehabbed properties and made necessary infrastructure repairs to return properties to market condition

Firebird Stone & Rock LLC, Chandler, AZ 1996 - 2001
Owner/Manager

- Owned and operator of a successful business marketing landscape rock, boulders and flagstone to both private and commercial customers. Developed and retained many new accounts, achieving sales of over \$3M
- Overhauled systems and made effective capital improvements. Greatly improved safety and fuel efficiency by replacing older vehicles
- Automated financials with Quick Books Pro, executed collections process from initial past due status through litigation process

Peterson-Jorwic Group, Inc., Arlington Heights, IL 1987 - 1995
Partner/Sales Representative

- Represented various manufacturers, selling durable consumer goods to national retailers throughout Illinois, Wisconsin and Indiana
- Consistently exceeded sales goals for the Thermos Companies, Royal Appliance Dirt Devil and Candle Corporation of America
- Secured and negotiated national promotions with Ace Hardware, Osco Drug, Spiegel's, Eagle Foods and Dominic's Finer Foods

Sweeney & White, Inc., Milwaukee, WI 1985 - 1987
Sales Representative

- Opened and established the Illinois offices of this Wisconsin/Minnesota-based manufacturer's representative sales company
- Successfully expanded sales of Lampi Fluorescents and Royal Appliance products into major houseware and hardware chains

J. J. Stout Company, Park Ridge, IL 1978 - 1985
Sales Representative

- Sold Weber grills to hardware, houseware and mass merchant chains. Coordinated grill demonstrations in retail outlets
- Key player in national introduction of electric bug killers and private label grills

EDUCATION:

B. S. Economics, Eastern Illinois University, 1972

Arizona Suntech, 2004, State of Arizona Certified Home Inspector, 2005

COMMUNITY SERVICE:

Elected Palatine Park District Commissioner, 1985 - 1991

- Developed initiatives in property acquisition, youth programs, construction of community facilities and long-range planning

Youth Soccer Coach for instructional and competitive leagues, 1979 1990

Youth Basketball Coach, 1982 1991