

Larry J. Spence

Objective

To obtain a sales or sales management position that will utilize my skills, knowledge and experience...

Summary of qualifications

- Positive attitude – articulate and professional
- Strong computer skills
- 14 years experience managing accounts
- 16 years experience managing multiple projects
- 20 years experience managing people

Work Experience

November 2009 - Present FASTSIGNS Naperville, IL

Sales/ Project Manager

- Outside sales; manage key accounts
- Averaged 14% sales growth for past 4 years
- Exceeded sales goals every year
- Bronze Sales Award – 3 years; Silver – 2014
- Responsible for over 33% of total sales volume each year

December 2006 – July 2009 Parvin-Clauss Sign Company Carol Stream, IL

Sales Manager

- Sales of interior & exterior signage – design, fabrication, installation & maintenance
- Developed and maintained key accounts
- Forged partnerships with several National Sign Companies

September 2004 – May 2005 Decorative Surfaces, Inc. Grand Rapids, MI

Product Manager

- Developed training materials for sales force
- Trained sales force on new product line
- Developed sales presentation for A&D firms and dealers
- Responsible for meeting sales goals, while maintaining profit margins

2003 – August 2004 Olympic Signs, Inc. Lombard, IL

Sales / Project Manager

- Established office infra-structure for selling new product line
- Established vendor relationships for new product line
- Responsible for developing sales and improving profit margin for new products

1997 – 2003 Source One Signage, Inc. Lisle, IL

Owner – Franchisee (d.b.a. SignsOnSite)

- Architectural signage sales, installation and service
- Functional duties included marketing plans and sales forecasting
- Initiated web site development – both corporate and local sites
- Pioneered e-commerce with key accounts

1978 – 1997

United Parcel Service Willow Springs, IL

Hub Manager / Project Manager

- 1995 – 1997 **Hub Manager**
 - Responsible for plant operations for Chicago Area Consolidation Hub
 - Managed 800+ employees and 67 supervisors
- 1988 – 1994 **Project Manager, Industrial Engineering Section Manager**
 - Member of Corporate Automation Planning Team
 - Responsible for developing and implementing training programs for hub management personnel on managing new integrated sortation systems
 - Responsible for developing and maintaining work measurement for UPS hub jobs
 - Responsible for development of hub cost planning for the District
- 1978 - 1987 **Front Line Supervisor, Delivery Driver, Sort Manager**

Education

1976 – 1982

Central Michigan University

Mt. Pleasant, MI

Business Administration

- Majored in Finance and Economics