**Joseph S Covill Jr.**

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**Brief Summary**

My professional background started for me as a young boy. Growing up playing sports taught me a valuable lesson in team work and team building, as I always stood out as a leader. From their I attended the Marine Military Academy and excelled in every aspect of schooling and military education especially in the leadership programs, after that, I enlisted in the United States Army as a Multiple Launch Rocket Systems crewmember. I was medically discharged under honorable conditions in November of 2003. My sales background started soon after that. I have started from the ground up as a salesman consistently exceeding all sales goals that were set by my management or company. With my impeccable attention to detail, my natural ability of leadership, and my strong work ethic are just a few qualities that enabled me to climb the ranks from sales, to sales management, to management, up through business development. I am currently exploring new stable opportunities that would allow me to grow and flourish with the company.

# Professional Experience

**Collection Solutions Inc. April 2014 - Present**

**Sales and Business Development Manager**

### I Expanded company sales into Canada, increasing overall sales 36% so far, and steadily increasing on a weekly basis.

### I Excelled in demonstrating a commitment to customer service, and adding new customers while maintaining excellent service levels with existing accounts.

### I helped overcome a bad business reputation from the company’s previous 2 names, to help existing and potential clients feel at ease.

### I was able improve underdeveloped operations and assemble the company for fast growth and profitability.

### I improved the company’s sales policies and defined the sales cycle to a team of 10 direct salespeople and 15 indirect salespeople. Also, providing thorough training and coaching to a team that previously had none.

### By expanding outside of the continental United States, I gave the company a new direction with an opportunity to gain more market share and more profitability overall.

### I led sales calls with team members to establish sales and customer retention goals.

### I created and directed sales team training and development programs.

**Institute of Defense and Government Advancement September 2013 – December 2013**

**Account Manager**

### Identify and research over 500 new leads (companies) that pertain to any individual project we were working on that week or month.

### Have the ability to successfully negotiate with Executives ranging from Directors up through the CEO and being able to close the deal

### Develop strong contacts and maintain all accounts through continuous contact with all past and present as well as prospective clients.

### Generate hot topics within the world dealing with government that could convert into profitable business development events.

### Established relationships with numerous manufacturers of defense related technology as well as active government contacts from all areas of the government.

### I capitalized on industry changes to maximize company revenue.

**Reis Inc February 2012 – July 2012**

**Research Associate**

* Research Industrial Real Estate properties throughout the U.S. with comprehensive internet and phone work.
* Helped determine market trending for industrial properties within the United States.
* Provided assistance to the team leader and management; to keep team ahead of schedule when closing monthly targets. Which I normally exceeded by over 30% on average.

**Alexander Williams and Associates June 2010 – September 2011**

**Debt Collector – Team Leader**

* Familiarization with Accurint, CBC, and Lexis Nexus networks for skip tracking.
* I utilized skip tracing techniques to locate and establish contact with debtors to collect payment.
* I had a team of 10 employees in which I conducted daily and weekly meetings to discuss progress and delays within their accounts as well as providing them with ongoing training in both sales and customer service.
* Help keep an upbeat morale within my team and company by developing different incentive programs.

**TTM and Associates August 2008 – June 2010**

**General Manager (Sales and Customer Service), Recruiter**

* I managed a team of 28 employees and handled all aspects of employee recruitment, interviewing, and training.
* I conducted morning meetings to discuss projects and assignments, plan strategies, and implement improvements.
* I was responsible for production of new sales and marketing strategies.
* I offered feedback to executive level management on the effectiveness of strategies, selling programs, and initiatives.
* Field all inbound customer concerns or problems and rectify in a quick and courteous manner.

**Blue Bay Advisors June 2005 – August 2008**

**Account Manager 6/05-11/05 Sales Manager 11/05-8/08**

* Conduct morning meetings with brief problem solving and pitch situations.
* Responsible for daily training of all sales associates bringing up their close ratio’s from 7% to the mid 20%’s
* I managed the day to day tactical and long term strategic activities within the business.
* I generated new accounts by implementing effective networking and content marketing strategies.
* I was consistent in surpassing my sales goals each month by a minimum of 20%
* I contacted new and existing customers to discuss how specific services could meet their needs.
* I maintained up to date knowledge of industry, target accounts, and competitive landscapes.
* Managed a sales staff of 25 members.

\* Company split up and one of the owners formed TTM & Associates.

**US Army 2002-2003**

**MLRS Crewmember**

* Defused hostile situations with superior negotiation techniques.
* Determined elevation and grid azimuths with maps and map overlays.
* I am an effective decision maker in high pressure environments.
* I maintained complete accountability during redeployment of all sensitive items.
* I commanded a medical operations post, including personnel and equipment.
* I completed multiple fire prevention safety trainings.
* I completed training on evaluating a casualty.
* I had a medical discharge under honorable conditions.

*Skills* ***Microsoft Office (Word, Excel, Outlook, PowerPoint), SPIN/S Selling, CBC system, Accurint system, Leadership, Sales Recruitment, Sales Training and Coaching, Customer Retention, New Business, Cold Calling and Telephone Sales, B2B and B2C sales, Lead Qualification and Generation, excellent communicator, Fortune 500 partner experience, consultative sales techniques, strong proposal writer, analytical problem solver, workforce management, and over-all outstanding sales executive.***

**Recent Accomplishments:**

* I spearheaded all company-wide prospecting, marketing, and closing endeavors.
* I generated a pipeline of more than $100,000.00 in net new opportunities within 2 months.
* I have developed highly effective sales training strategies as a sales manager of a 25 person team.

# Education

# MARINE MILITARY ACADEMY 1996-1999

* Member of the Silent Drill Team
* Member of Special Operations Team
* Member of Recon Team
* Member of Boxing Team
* Member of Survival School Team
* Field Medic training
* Public Speaking
* Coursework in Leadership, Military History, and General Education

**ONEONTA HIGH**

GED

**NY SCAPES**

Adult Education Diploma

\* References available upon request.