

Paul C. Intino  
456 Elmdale Ave  
Utica, NY 13502  
(315) 794.2236  
Intino456@gmail.com

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Over the past 25 years I have developed a key skillset allowing me to provide substantial long-term results in multiple areas of B2B outside sales, marketing, management and over-all business development.

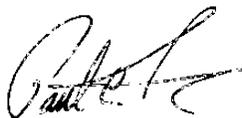
I am confident I will help you reach company/territory sales and market penetration objectives. Below is a snapshot of my skillset, experience & results.

- Business Development with both large and small companies.
- Prospecting, uncovering and gaining TRUST with key decision makers. Plus 22% NEW accounts.
- Ability to communicate by asking questions & listening strategically. Reading & utilizing body language and “packaging” my sales presentation based on those analytics.
- Develop and maintain trust by understanding the prospects business needs.
- Maintaining a strong, UNDER-bearing, however effective, follow-through process.
- Always maintaining company CORE values & standards. Increasing our average dollar per case by 15% and over-all sales growth by 28%. Strong numbers for an established company. Under my direction we achieved the company’s top five (5) best performing months since 1953.
- Maintain strong relationships with active accounts by providing immediate solutions to their current needs & challenges, thus improving keep rate by 17%.
- Provide insightful, accurate reporting and forecasting based on performance and specific market indicators. This data is utilized to determine any modifications to our business model and sales strategies.
- Established Gardali as market leader/experts in the most profitable type restorations. In addition, this had to happen internally first to shrink any gap between internal reality and external perception.
- Utilizing today’s technology to maximize results while streamlining activities: i.e. Salesforce.

I would truly appreciate the opportunity to speak with you directly, at your convenience. Please find my enclosed resume.

Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'Paul C. Intino', with a stylized flourish at the end.

Paul C. Intino