

# James Marsteller

Franklin, PA 16323

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Hardworking and results-driven sales professional with 5 years of experience in outside sales and commercial sales. Proven track record in developing strong relationships with key clients, negotiating contracts, and driving revenue growth. Skilled in market analysis, CRM software, and sales management.

Authorized to work in the US for any employer

## Work Experience

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### Outside Sales

Plyler Entry Systems-McKean, PA

February 2022 to September 2024

- Conducted product demonstrations and presentations to potential clients, effectively communicating the value proposition and closing deals
- Negotiated contracts and pricing agreements with clients, ensuring profitability while maintaining customer satisfaction
- Utilized CRM software to track leads, manage pipeline activities, and generate accurate sales forecasts
- Attended industry conferences and trade shows to network with potential clients and stay updated on industry trends
- Analyzed competitor offerings and market dynamics to identify competitive advantages for positioning products/services effectively
- Provided ongoing support to customers post-sale, addressing any concerns or issues promptly to maintain high levels of customer satisfaction
- Collaborated with cross-functional teams including marketing and product development to align sales strategies with market trends and customer needs

### Commercial Sales Specialist

Overhead Door Corporation-Franklin, PA

April 2019 to February 2022

- Developed and maintained strong relationships with key clients, resulting in repeat business and increased customer loyalty
- Collaborated with cross-functional teams including marketing, product development, and operations to ensure seamless execution of sales strategies
- Conducted thorough market research to identify customer needs and preferences, allowing for targeted sales pitches and customized solutions
- Created compelling sales presentations and proposals that effectively communicated the value proposition of products or services
- Negotiated contracts and pricing agreements with clients while maximizing profitability for the company
- Provided ongoing support to customers throughout the entire sales process, ensuring high levels of customer satisfaction
- Trained new team members on effective selling techniques and product knowledge to enhance overall team performance
- Managed a large portfolio of accounts, consistently meeting or exceeding quarterly revenue targets for each account
- Attended industry conferences and trade shows to network with potential clients and stay updated on industry trends

- Implemented CRM software system to streamline lead management process, resulting in improved efficiency and increased conversion rates by 65%
- Analyzed sales data and trends to identify areas for improvement and implemented strategies to optimize sales performance

## **Union Boilermaker**

Boilermakers local 154-Pittsburgh, PA

March 2008 to October 2018

- Fabricated metal structures according to project specifications using precise measurements
- Worked with a variety of metals including steel, aluminum, stainless steel, and cast iron
- Maintained accurate records of work performed including materials used and hours worked on each project
- Troubleshooted equipment malfunctions or defects to minimize downtime during production processes
- Operated overhead cranes or forklifts to move heavy materials or equipment as needed for welding tasks
- Collaborated with engineers or designers to provide input on design feasibility from a welder's perspective
- Trained junior welders on proper techniques, safety protocols, and equipment operation procedures
- Utilized precision measuring tools such as calipers or micrometers to ensure accurate dimensions in welded components
- Implemented cost-saving measures by optimizing material usage without compromising structural integrity
- Participated in continuous improvement initiatives by suggesting process enhancements or workflow modifications
- Maintained a clean work area by organizing tools/equipment properly after completing each task
- Worked in various environments such as construction sites, manufacturing plants, or fabrication shops
- Adhered to all safety regulations, including wearing appropriate personal protective equipment (PPE)
- Performed routine maintenance on welding equipment to ensure optimal performance and prevent breakdowns
- Operated cutting torches or plasma cutters to prepare materials for welding or remove excess metal
- Collaborated with quality control personnel to ensure compliance with industry standards and specifications
- Conducted visual inspections of finished welds for defects such as cracks or porosity before finalizing projects
- Welded parts together manually or using automated machinery depending on project requirements
- Assisted in the development of new welding procedures to improve efficiency and quality standards
- Collaborated with team members to plan and execute complex welding projects within specified deadlines
- Inspected welded joints for quality assurance and made necessary repairs or adjustments
- Ensured proper safety measures were followed at all times during the welding process
- Operated and maintained welding equipment such as welders, torches, grinders, and plasma cutters
- Interpreted blueprints, drawings, and specifications to determine welding requirements
- Performed various welding techniques including MIG, TIG, and stick welding to join metal components
- Maintained a high level of accuracy and attention to detail when executing welding tasks
- Demonstrated strong problem-solving skills by identifying and resolving issues during the welding process
- Completed projects within budget constraints by effectively managing time and resources
- Collaborated with project managers to develop project timelines and prioritize tasks accordingly
- Maintained inventory of welding supplies and consumables, ensuring adequate stock levels at all times
- Followed established procedures for handling hazardous materials or waste generated from the welding process

- Communicated effectively with team members, supervisors, and clients regarding project updates or changes
- Attended training sessions or workshops to stay updated on new techniques or advancements in the field of welding
- Demonstrated proficiency in reading technical drawings, blueprints, schematics, or other engineering documentation
- Utilized computer-aided design (CAD) software for creating weldment models or generating cutting patterns

## Education

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### **12 in General Studies**

Venango Technology Center - Oil City, PA

September 2001 to June 2004

## Skills

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- Outside Sales
- Contract Negotiation
- CRM Software
- Market Research
- Portfolio Management
- Product Development
- Negotiation
- Project Management
- Product Demos
- Proposal Writing
- Business Development
- Inside Sales
- Relationship Management
- Research
- Cold Calling
- Market Analysis
- Social Media Management
- Event Planning
- Account Management
- Branding
- Public Relations
- Email Marketing
- Customer Relationship Management
- Salesforce
- Content Development
- B2B Sales

- Analytics
- Sales Management
- Boilermaker (10+ years)
- MIG welding (10+ years)
- Calipers
- Blueprint Reading
- Schematics
- Plasma Cutting
- Fabrication
- Microsoft Powerpoint
- Micrometer
- TIG welding
- Precision Measuring Instruments
- Powerplant maintenance
- Stick welding
- Crane rigging
- Blueprint reading
- Safe work practices

## Certifications and Licenses

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### **Driver's License**

## Additional Information

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High morals and values! High Morale is necessary for growth and achieving success! I'm a team builder because without the team I am nothing!!!