

Dale Sprinkle

4901 Lawndale Drive, Apt 412
Greensboro, NC 27455
(336) 327-0298
Sanddale5122001@aol.com

MANAGEMENT PROFESSIONAL

Sales • Operations • Logistics

Twenty-plus years of progressive contractor sales experience demonstrating a consistent track record of outstanding growth. Strong qualifications in all areas of company operations: sales, profit, customer relations, customer service, buying, shipping, collections, quotes, and accounts receivables. Contractor sales experience in retail and wholesale sales. I'm an effective communicator, leader, and problem solver. Exemplifies the drive to meet and exceed sales and personal goals.

Areas of Experience

- Execution of Corporate Directives
 - Policy Planning & Implementation
 - Retail Operations
 - Loss Prevention
 - Inventory Management
 - Shipping & Receiving
 - Community Relations
 - Sales & Customer Service
 - Marketing & Promotions
 - Inventory Control
 - Quality Control
 - Organization & Scheduling
 - Customer / Vendor Relationships
 - Inventory Control / Shrinkage
 - Customer Service / Loyalty
 - Specialty Retail Operations
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SPECIAL HIGHLIGHTS

Offered new products for vendors and increased sales and profits by 25%

Established new accounts

Mentored other team members by coaching and providing feedback to achieve higher sales

Traveled internationally to China and Canada while representing the company

Conducted mill inspections of lumber to ensure that the quality and grade of lumber met specifications

CAREER HISTORY

SOUTH ATLANTIC LUMBER INDUSTRIES, Greensboro, NC
Sales Management

1993-2009

- Contacted regular and prospective customers to demonstrate products, explain product features, and solicit orders.
- Used computers to organize and locate inventory, and operate spreadsheet and word processing software.
- Answered customers' questions about products, prices, availability, product uses, and credit terms.
- Prepared estimates and bids that met specific customer needs.
- Provided customers with product samples and catalogs.
- Identified prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Arranged and direct delivery of products.
- Consulted with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Conferred with engineers, architects, owners, contractors and subcontractors on changes and adjustments to cost estimates.
- Monitored market conditions, product innovations, and competitors' products, prices, and sales.
- Resolved vendor or contractor grievances, and claims against suppliers.

CAROLINA BUILDERS, Greensboro, NC
Service Account Manager

1991-1993

- Greeted customers and ascertain what each customer wants or needs.
- Described merchandise and explain use, operation, and care of merchandise to customers.
- Recommended, select, and help locate or obtain merchandise based on customer needs and desires.
- Computed sales prices, total purchases and receive and process cash or credit payment.
- Answered questions regarding the store and its merchandise.
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges, and security practice.
- Demonstrated use or operation of merchandise.
- Placed special orders or call other stores to find desired items.

[back to top](#)

MCCOY LUMBER, Greensboro, NC
Buyer

1987-1990

- Used computers to organize and locate inventory, and operate spreadsheet and word processing software.
- Negotiated prices, discount terms and transportation arrangements for merchandise.
- Represented company in negotiating with suppliers.
- Prepared purchase orders for supplies.
- Developed and implemented purchasing and contract procedures.
- Maintained records of goods ordered and received.
- Oversaw multiple corporate inventory sites.

EDUCATION & PROFESSIONAL CERTIFICATIONS

Business courses, Guilford Technical Community College, Greensboro, NC

Certificate, CPR, American Red Cross, Greensboro, NC

