



EMANUEL HENRY

REGIONAL SALES MANAGER



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EDUCATION

BACHELORS / SOCIAL SCIENCE

California State University of San Marcos

2014 - 2016

ASSOCIATES / COMMUNICATIONS

Mira Costa Community College

2011 - 2014

SKILLS

New Business Development

Executive Presentations

Project Management

Account Management

Sales Analysis

Negotiation Skills

Business Management

PROFESSIONAL PROFILE

Dynamic and proficient Sales Manager with exceptional leadership, communication, and relationship building skills. Proven ability to lead a team of individual contributors to meet and surpass sales goals. Dedicated to maintaining outstanding customer service with clients, while achieving company objectives. Provides consistent support for fellow team members. Equipped with the ability to adapt and persevere in the face of adversity.

EXPERIENCE

Nov 2020 - Present

PRO SALES SUPERVISOR | SHERWIN WILLIAMS/VALSPAR

Managing the Southern California territory, driving sales out of Lowes, building relationships with pro contractors, while managing 9 direct reports.

- Established and launched paint in all four Lowes Pro Supply facilities in Southern California.
- Host training for 20-30, Lowes Sales associates, 3-4 times a year in Southern California.
- Coordinate bi-weekly phone blitzes, targeting Lowes Pro Tender, Lowes Loyalty, and pro paint fulfillment and delivery.
- Directed and designed the Sherwin Williams booth at both the National Apartment Association convention and the Asian American Hotel Association Convention.

Aug 2016 - Nov 2020

TERRITORY MANAGER | SHERWIN WILLIAMS/ VALSPAR

Serviced and managed sales for all Sherwin Williams/Valspar products at five separate Lowes stores.

- Selected to mentor new hires for the Lowe's Business Unit Advocacy Program.
- Designated as the Training Captain for the Los Angeles Region in 2019.
- Hosted the first ever Pro Paint Event at the Vista, CA. Lowe's.
- Acquired the Oceanside Unified School District Bid for the 350 Gallon, McAuliffe Elementary School Remodel.

Sept 2005 - Aug 2016

MERCHANDISER/ACCOUNT MANAGER | COCA-COLA BOTTLING COMPANY

- Partnered with district sales managers to deliver daily, weekly, and monthly forecasting for our two largest accounts, Wal-Mart and Target.
- Assisted key account managers in identifying and selling new products based on store's geographic location.
- Nominated as team lead to work with the distribution team on trade opportunities.
- Designed 12 creative display templates for seasonal campaigns, using Microsoft Excel.

EXPERTISE

Sales Force CRM



Microstrategies



Microsoft Power Point



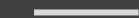
Microsoft Word



Microsoft Excel



Email Marketing



EXTRA

FIRST PLACE IN SALES

Paint Fulfillment

2023 – Los Angeles

SPECTRUM OF EXCELLENCE

President's Club

2020 – Oceanside

SPECTRUM OF EXCELLENCE

President's Club

2018 – Oceanside



INTERESTS

Cycling

Sports

Traveling

DIY

Family

EXPERIENCE - CONTINUED -

Aug 2001 - Aug 2005

CORPORAL (E-4) | UNITED STATES MARINE CORPS

- Completed one tour, Operation Iraqi Freedom.
- Lead a tactical team, responsible for establishing base camp for our squadron during Operation Iraqi Freedom.
- Managed and supervised meals for 5000 Marines and sailors while aboard the USS Nimitz.
- Successfully completed M19 and forklift training.

PROFESSIONAL DEVELOPMENT &

TRAINING

- Profit Specialist training (Oct 2023)
- Negotiation skills (Sept 2023)
- Cowrote the New Hire Handbook (June 2023)
- Lead the Inclusion, Diversity, and Equity Association (2022)
- Strategic Presentation Training (2019)