**Jason Dickman**

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**Regional / Territory Sales Manager**

***Sales Management / Sales Process / Customer Retention / Cold Calling / Customer Service Relationship Building /Customer Satisfaction / B2C / B2B / Business Development / Operations Continuous Improvement / Cross-functional Team Leadership / Strategic Leadership / P&L Best Practices / Operations Management / Retail***

Energetic and dynamic Territory & Regional Sales Manager with deep career experience in B2B and B2C product sales across multiple industries. Proven expertise in competitive market analysis, contract negotiations and new product launch and positioning. Possesses excellent customer service, budget control, and time management skills.

Excels at …

* Maximizing sales, profits, customer satisfaction, and quality.
* Building new business, expanding existing accounts, sales forecasting, and client relationship management.
* Liaising between clients and product development to recommend sales processes, initiatives, and innovations.
* Recruiting, training, and leading high-performance, low turnover teams.

**BS** - International Business, Brigham Young University, Professional Sales, Weber State University

***Committed, Award-Winning, Transformational Sales and Business Leader***

**Career History**

**Prime Communications / Spring Mobile**

03/2006 – Present

*A premier AT&T retailer in the US with more than 2000 AT&T stores across the United States. Spring Mobile was acquired by Prime Communications in 2018.*

**Regional Sales Director**, 09/2014 – present. Promoted to lead sales and operations of up to 120 AT&T branded retail locations in the Rocky Mountain, Texas, Gulf States, and Northeast regions. Managed up to 10 District Managers supervising approximately 400 dotted line, store-level sales representatives and oversaw company’s store footprint expansion and buildout operations.

* Drove increases in new gross adds close rates by 20% while sustaining a 12% decline in overall traffic by collaborating with local leadership, hiring two new District Managers, and developing specific sales strategies and programs to increase new gross adds.
* Led company in 45 geographical markets to be the top-performing market in rollout of massive new sales initiative.
* Played a key role in identifying new white space opportunities throughout the country as the company grew organically.
* Received multiple President’s Club awards and promotional opportunities throughout tenure within Sales organization.
* Drove customer satisfaction metric to the top quartile in the company, turning around the under-performing Rocky Mountain Region.
* Achieved highest percentage to plan for the year, scoring 95% of plan while the rest of the company came in at 79%.
* **Integrated sales teams of 63 stores acquired in the largest** acquisition to date in company history. Achieved zero attrition providing the manpower to fuel expansion to more than 150 stores.
* Led a district from the bottom to #1 in the company by restructuring districts and incorporating new leadership.
* Forged a strategic partnership with the parent company to utilize a portion of their retail space & customer base, minimizing labor costs and increasing overall efficiency.
* Turned around a new market that was dead last in the company in an important revenue-driving metric, leading the market to finish #2 in the company and increased metric performance YoY by 31%.

**District Manager**, 02/2007 – 09/2014. Managed P&L for up to 13 AT&T branded retail locations. Conducted hands-on field training for store managers, driving operational excellence across the storescape. Managed vendor contracts and relationships with several vendor partners and directly with AT&T.

* Developed professional growth programs for sales managers, ensuring effective succession to meet the demands of hyper-growth via acquisitions.
* Headed a new committee with the commission's team to better organize and track outstanding payments from AT&T, integrating specific weekly reporting allowing proper visibility and follow up, saving $8M annually in unnecessary waste.

**Territory Manager**, 03/2006 – 02/2007. Recruited to manage four newly-established Denver area AT&T branded stores, marketing and selling phones, plans for individual consumers, small businesses and large enterprises.

* Recruited sales personnel and store managers. Developed and implemented policies and procedures. Served as direct sales producer, trained new sales teams, and directed marketing strategies.

**Frito-Lay**

05/1998 – 09/2003

**Zone Operations Manager,** 08/2004 – 02/2006. Managed full scope of operations for three distribution centers in Southern California including the nation’s largest pre-pick operation and warehouse team. Worked closely with the sales team to coordinate activities to increase overall revenue and sales growth.

* Held direct responsibility for $113M annual P&L.
* Developed training plans, including monthly incentives and detailed metrics, instilling a safety-consciousness work culture in all three centers, andultimately eliminating all work-related injuries.

**Operations Manager**, 09/2003 – 08/2004. Managed the San Diego distribution center, holding direct responsibility for training, coaching, and professional development of all employees. Worked directly with supply chain and warehouse lead to ensure smooth operation of San Diego warehouse.

* Implemented multiple safety, environmental, and any other state-mandated programs and developed and implementeda continuous improvement program that included teaching facilitation skills and root cause analysis.
* Turned around work teams with comprehensive training and professional development programs, increasing overall labor efficiency by 20% and decreasing product shrinkage by 25%.

**Team Production Manager**, 05/1998 – 09/2003. Developed, trained, and led a 20-person production team with responsibility for the design, production, and packaging of corn products. Managed employee safety programs and food safety and quality of all produced foods.

**Additional Information**

Community Service:

* Served a two-year mission in Taiwan, learning the language and culture of the Chinese people, organizing weekly organized service projects and providing instruction and service to the people.
* Served as a Big Brother Big Sister Organizationvolunteer, sponsoring and mentoring children of needy families in the community, helping them to gain valuable life-lessons and self-worth to develop into productive and healthy adults.
* As an Eagle Scout himself continued to serve in several leadership roles within the Boy Scouts of America Program over the span of the last 20 years, helping develop countless boy scouts with both their outdoor as well as leadership skills.
* A leader in the Denver Heart & Stroke Walk program, sponsoring participantsand collaborating in recruitment of other volunteers.

**Keywords**

Customer Service / Vendor Management / Brand Management / Human Resources Product Quality / Operations Management / Quality Control / Mentoring & Coaching Market Analysis & Forecasting / Innovation / Product Management / Project Planning & Promotions / Client Relationship Management / Performance & Process Management Production Management / M&A Integration