

MATTHEW JONES

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ABOUT

I am responsible for our residential and showroom sales in the Sarasota/Bradenton Markets. My function as a showroom manager is to consistently deliver expanded sales and profits, successfully implement company initiatives, and leverage the superior performance of my sales team to achieve team goals. Emphasis is directed towards business development and strategy alignment, providing leadership, human resources development, planning, overseeing execution and attaining results while continually improving their personal and team effectiveness.

ACCOLADES

2015

Winner of Showroom Manager Promotion

2013

Winner of Showroom Manager Promotion

2012

Winner of Showroom Manager Promotion

2011

Branch was awarded "Most Improved" branch for both the District and the East Region

2007

President's Circle Winner

TECHNOLOGY

MS Office • MS Word • Powerpoint • Excel
Outlook • Gmail • Apple OSX

EDUCATION

Bachelors of Science in Political Science
Certificate in International Relations
University of Florida
Phi Kappa Tau

WORK EXPERIENCE

AUGUST 2011- PRESENT

Ferguson Enterprises, Sarasota, FL

Branch Manager

- Assist in the development and implementation of Business Group and Corporate (Department) initiatives, and best practices
- Communicate and support the Company vision, culture and expectations of performance
- Develop business plans aligned with company goals and strategies, sales processes and strategies for their market ensuring the attainment of sales and profitability goals while continually growing market share
- Responsible for the performance and development of the Sales Team
- Develop and maintain relationships with strategic customers whose performance is critical to the overall success of the branch
- Develop and maintain relationships with the strategic vendor representatives whose support is critical to our success in the market
- Provide timely feedback to senior management regarding performance to goals, market opportunities, the competitive environment and branch/corporate support requirements impacting their sales team performance
- one-on-one review with all Sales Associates to build more effective communications, to understand training and development needs, and to provide insight for the improvement of Sales Associates ability, building customer relationships, implementing our product centric growth strategy, improving our overall profitability and supporting strategies to improve team performance
- Establish and support business processes providing customers and vendors with the timely, accurate information, service and pricing required to meet their business needs, while meeting or exceeding company profitability goals and maintaining accurate records delineating our business commitments

AUGUST 2009-AUGUST 2011

Ferguson Enterprises, Tampa, FL

Outside Sales

- Promoted to Outside sales in the Tampa market in 2009
- Selected to take part in Ferguson Business Leader Development Program
- Responsible for growing revenue with existing accounts while expanding market share with new accounts
- Worked with key decision makers to specify products and services on large commercial government jobs

JULY 2006-AUGUST 2009

Ferguson Enterprise, Fort Myers, FL

Promoted to Commercial Mechanical Outside Sales

- Responsible for growing revenue with existing accounts while expanding market share with new accounts
- Worked with key decision makers to specify products and services on large commercial government jobs
- Awarded President Circle in 2007

JANUARY 2004- JULY 2006

Ferguson Enterprises, Fort Myers, FL

Sales Management Trainee program
Inside Sales