

Aaron C. McGinnis

Residence:

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Contact Information:

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Profile:

Highly motivated and well-educated self-starter. Presently in corporate sales responsible for current accounts, sales growth, and inventory in a long-chain supply network. Co-founder of a successful niche market partnership that currently delivers a gross profit margin above 85%.

Oglethorpe University alumnus, Dean's list honoree, and two-time recipient of the J. Mack Robinson Endowed Scholar award.

Objective:

Technical sales and account management position which will allow me to exercise my personal motivation, skills, and creativity to achieve corporate and personal success.

Work within a structure that fosters cooperation between employee, employer, and customer - working alongside people who take pride in their work, their company, and their lives.

Skills:

- Excellent inter-personal and written communications skills
- Proven entrepreneurial and sales skills
- Functional Japanese (Some conversation skill)
- Familiarity with corporate finance
- Micro, macro, and international Economics.
- Outstanding Microsoft VBA and Excel skills.
- Functional understanding of accounting, and GAAP

Work Experience:

Iwata Bolt, USA

January 2006-Present

OEM Account Sales

Iwata Bolt produces fasteners for both consumer and industrial applications, including automotive and electronic. I manage current accounts and relationships while bringing in additional business. I also manage customer's inventory through a long supply chain while ensuring that product ships to customers on a Just-In-Time schedule.

Within a month of my being hired, I was given the job of the employee who was training me – a five-year veteran of the company who was moving on to become a branch manager. Since then, I have successfully managed his job while continuing to expand sales activity. My duties include:

- Maintenance of current customer relations, including all aspects of customer service.
- Responsible for expansion of sales activities.
- Receiving and processing orders to ensure inventory availability

AD Productions

2002-Present

Co-Founder

AD Productions produces costume props. The props are cut from raw PVC Sintra and formed using heat-treatment and molds. The props are sold to individual customers through EBay.

Besides being the co-founder, my duties within AD Productions are:

- Responsible for all bookkeeping activities
- Material and sales logistics
- Customer service

Education:

Oglethorpe University

Atlanta, GA
Graduated May 2005
Bachelor of Science

Major: Business Administration and Computer Science

Minor: Japanese Language and Culture
Concentration in Economics

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