

DANNY PRICE

1440 State Hwy 248, Branson, MO 65616 • Cell: 417.294.7082 • dprice37@gmail.com

Professional Summary

General Manager/Director of Sales Management driven to lead sales teams to achieve record-setting revenue gains. Managed over 150 accounts, generating over more than \$450 million in revenue per year. Successful in relationship and team building. Motivates sales teams to exceed sales goals. Skilled in leading the largest of sales teams to set record-high sales figures, expand existing territories and develop new accounts.

Skills

- Accomplished manager
- Strong interpersonal skills
- Empowers high-performing sales teams
- Trained in consumer marketing
- Extensive personal network
- Strategic account development
- Goal-oriented
- Positive and upbeat
- Analytical problem solver
- Decisive

Work History

General Manager/Director of Sales Management, 02/2000 to Current

Forever Grand Vacations – Branson, MO.

- Supervised a sales force of 70 sales associates.
- Hired 240 sales representatives over a 16yr. long period.
- Exceeded regional annual sales target by 18%.
- Supported the sales team in writing proposals and closing contracts.
- Increased regional market share by 22% within 10 months.
- Developed quarterly and annual sales department budgets.
- Developed a comprehensive training program for new sales associates.
- Planned and directed staff training and performance evaluations.
- Reviewed operational records and reports to project sales and determine profitability.
- Approved all sales staff budget expenditures.
- Trained all incoming sales team members.
- Increased revenues by 31% within the first year as General Manager.
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges and security practices.
- Created and launched new online marketing strategies that resulted in 7% sales increase.

Regional Manager, 04/1995 to 01/2000

National Medical Rentals – Little Rock, AR.

- Supervised a Customer Service team of 45 associates.
- Hired 30 representatives over a 5year long period.
- Exceeded regional annual sales target by 8%.
- Planned and directed staff training and performance evaluations.

Account Manager, 06/2015 to Current

Dominion Outreach, LLC. – Branson, MO.

- Account Manager
 - Was hired by Dominion Outreach as Account/Asset Manager in June of 2015 to oversee all activities of company as it pertains to the purchasing/selling/movement of all assets.

Education

High School Diploma: 1989

Calico Rock High School - Calico Rock, AR.

