

James S. Boyd

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Sales Professional

Top performing sales professional with more than 20 years' experience in technical sales and management, consistently driving revenue and financial performance

City Sales / Account Manager

Stabil Drill

2013-2016

- Negotiated terms and Master Sales Agreements as company's primary point of contact
- Attained 100% saturation within my existing client base by building and maintaining rapport
- Coordinated communication between sales, technical staff, operations and the customers to optimize sales efforts
- Generated additional product utilization by working closely with field sales reps and company men
- Remarkable ability to resolve issues efficiently, independently and within a team
- Developed and executed strategic sales plans specific to individual oil and gas operators
- Quickly learned, introduced and sold newly designed, technically advanced drilling products
- Gained extensive knowledge of key oil and gas operators and drilling contractors by networking effectively within the oil industry

Commercial Account Manager

Tomball Auto Group

2012 – 2013

Promoted to oversee and develop commercial and fleet sales/service accounts for Tomball Auto Group. Dealerships located in Tomball, Grapevine, Boerne, Port Lavaca and Victoria.

- Coordinate meetings with credit unions to develop relationships with key account managers
- Research municipal and county purchasing department procedures to acquire bid opportunities
- Offer various finance and lease options congruent with customer's needs
- Negotiate with large corporations to procure all needed vehicles, maintenance and repairs
- Develop strategies to increase commercial sales throughout the dealerships
- Maintain customer database using ACT and Web Control Software

Service Advisor

Tomball Ford

2009 - 2012

**E2 Employee Excellence Award-2010 – Most prestigious award through Ford Motor Company
Leader in total sales and Customer satisfaction for Houston and the Texas region
Advisor of the Year 2010 and 2011-Personal sales exceeded over \$1.5M annually**

Advisor of the month consistently throughout 2009 to 2012

- Leading advisor in sales revenue and customer satisfaction rankings
- Consistently sold over \$120,000 per month

Exceeded monthly sales forecasts by increasing customer base

- Established trust and excellent communication to meet or exceed customer needs
- Up-sell maintenance needs and accessories in addition to repairs required

Highest ranking customer satisfaction and job performance among 7 service advisors

- Exceptional mechanical understanding and ability to learn technical aspects quickly
- Maintain calm, positive attitude in extremely stressful situations
- Excellent at resolving issues by always striving for a win-win situation

Ford Master Certified Service Advisor

- Highest level of achievement for service advisors resulting from extensive industry training and optimal customer survey ratings

Owner and Marketing Consultant

Print Pro

1992 - 2009

Create and successfully manage start-up printing and marketing consulting business.

- Over \$100,000 in sales within first six months primarily by word of mouth referrals
- Responsible for all sales, operations and customer relations
- Cold call potential clients to build revenue and increase customer base
- Trusted to manage clients inventory of forms and printed materials
- Established strategic marketing plans and integrate branding for private companies
- Designed direct mail pieces and determined parameters for distribution for optimum exposure

Community Involvement

Oilfield Helping Hands

Selection committee, Social committee, Compassion committee

Oilfield Christian Fellowship member

American Association of Drilling Engineers, Society of Petroleum Engineers, American Petroleum Institute member

Served on the Board of Directors for:

Greater Conroe-Lake Conroe Area Chamber of Commerce

Tomball Area Chamber of Commerce

Conroe Noon Lions Club, Rookie of the Year and nominated Lion of the Year out of 300+ members

Friends of Conroe Charities

Served on the Ambassador/Diplomat Teams for:

Greater Conroe Lake Conroe Area Chamber of Commerce/Diplomat of the Year-2001

Tomball Area Chamber of Commerce

Woodlands Chamber of Commerce

Montgomery County Fair Association

Northwestern State University Alumni Association

NFL Alumni Association

EDUCATION and SKILLS

Northwestern State University of Louisiana

Bachelor of Science Degree

Advertising Design / Marketing – 3.5 GPA

Proficient in MS Word, MS Excel, MS Outlook, Act and Goldmine

Basic Knowledge in Power Point, Adobe Illustrator and Photoshop

REFERENCES UPON REQUEST