

JAN HORN, MBA

2075 Club Lake Circle, Rockwall, Texas 75087
(C) 903-571-7542 | horn.jan@yahoo.com

Dynamic Sales Management professional with a 25+-year career across broad industries, and accounts in the US and international markets. Expert in identifying and capturing market opportunities to accelerate expansion, increase revenues, and improve profits. Expertise includes management of direct sales, marketing, and service/support organizations and background in new product launch and product management. Outstanding record of achievement with complex account and contract negotiations.

- Revenue & Profit Improvement
- Team Leadership
- Customer Service
- Territory Management
- Sales Forecasting & Market Growth
- Customer Relationship Management
- Contract Negotiation & Execution
- Account Development & Management
- Revenue growth & Market Optimization
- Retention
- New Product & Service Introduction
- Sales Team Training
- Competitive Market Intelligence

EXPERIENCE

BAKER HUGHES, CETCO, DIALOG, KEY, RAIDER – Texas, Louisiana & Oklahoma 2008 - 2016

Sales & BD Manager

Managed the sales process of micro seismic monitoring; Borehole and surface and provided a full service of micro seismic products and data

- Managed accounts for large and small companies such as Chesapeake, XTO, Exxon, EXCO, BHP, Encana, Anadarko, Marathon, GMX, NFR, and Goodrich
- Sold all lines of business with monthly revenue of \$25 - \$30 million, increased territory by 15-20% every year with a full book of business

RELIANT PHARMACEUTICAL – East Texas, Texas 2004 - 2008

Business Development

Responsible for selling to Oncologists, Pediatricians, Internal Medicine, and General Practitioners, in the East Texas and DFW area

- Consistently performed in the top 5% and was the Number 1 Region in the company for 2005 out of 8 Regions

LUCENT TECHNOLOGIES & GLOBAL ADVANCEMENT – MONTANA, WYOMING, IDAHO 1998 - 2004

Regional Account Manager

Accountable for sales and technical support of software and business products, including PBX systems, LAN's, IVR's, voice mail, and CTI

- Produced sales to the Communications and or IT Systems Integration industries. Developed new programs and sold global solutions which Increased territory volume 20%

JAN HORN, MBA

(C) 903-571-7542 | horn.jan@yahoo.com | Page 2

AMERICAN NATIONAL INSURANCE COMPANY – TEXAS, MONTANA

1995 - 1998

Sales Manager

Sold whole life, term life, annuities and health insurance policies to existing and new customers with 5 agents in the East Texas area

- Increased territory by 15% - 20% annually
- Recognized as the number 2 district in the Gulf Coast area in 1996 and the number 1 district in 1997
- Named the Number 1 Agent in Montana

WEST RAND PLANT HIRE, (PTY) LTD – South Africa

1982 - 1994

Senior Sales Representative

Sold all lines of moving equipment and a full line of steel products, including stainless steel, round bar, square bar, angle iron, solid steel and various coil products

- Built solid relationships and provided customer service which resulted in yearly territory increase of 10-15%

EDUCATION

MBA, LeTourneau University, Longview, Texas, 2016

BA, Business, LeTourneau University, Longview, Texas, 2014

BA, International Theological Institute, Johannesburg, South Africa, 1994

BA, Marketing / Management, Damelin College, Johannesburg, South Africa, 1991

OTHER EXPERIENCES

Professional Boxer: Boxed for 24 years, retired as Texas Light-heavy weight Champion

Crosspointe Community Church Board Member from 2010 - 2015