

HARRY CROCKER

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OBJECTIVE

Highly skilled Sales Representative with proven leadership and customer service skills.

- *Success in marketing control valves and process instrumentation*
- *Project quotation experience*

PROFESSIONAL EXPERIENCE

Steam Systems, Inc.- Middletown, OH 2003-2010
Industrial Inside Sales Representative

- Marketed industrial products used in steam control
- Purchased products for inventory and direct ship to customers
- Expedited customer orders to maintain on time delivery
- Coordinated incoming raw material arrivals with production manager
- Selected and contacted transportation carriers for product shipment to customers, prepared shipping and export papers

Fischer Process Industries- Cincinnati, OH 1999-2002
Industrial Inside Sales Representative

- Quoted and marketed control and process instrumentation products to pulp, paper, power, and chemical customers
- Sourced and purchased special non-inventory items for customers with unique requirements
- Assisted outside sales force with sales efforts
- Expedited customer orders with vendors to insure on time delivery

Mutual Manufacturing & Supply Co- Cincinnati, OH 1997-1999
Inside Sales Manager (Process Products Division)

- Reported to department sales manager in the Process Products Division
- Supervised three employees in the Process Products Division
- Marketed process controls (control valves and instrumentation) to commercial and industrial accounts
- Assisted outside sales and branch personnel in their quotation and marketing efforts
- Worked with department sales manager to organize and schedule department sales meetings including meeting site selection and agenda details

EDUCATION

Niagara University, BS Degree in Transportation & Distribution
Hudson Valley Community College, Troy, NY AAS Degree in Transportation