

JIM JAROG

Woodridge, IL 60517

www.linkedin.com/in/JimJarog

EXPERIENCE

Reliance Worldwide Corporation

2014 - Present

Regional Sales Manager

- Conducted business presentations at all levels of management and to various sizes of audiences
- OEM, Industrial, Commercial and Distributor Sales experience
- Technical product training on new products and technologies
- Established strong relationships with global manufacturers
- Responsible for training and growth of reps and distributors within the Midwest territory
Technical aptitude in water filtration treatment, water pumps and valves
- CRM experience
- Grew business 16% consistently each year utilizing a pull through business methodology
- Generating over \$12 million in sales per year
- Attended key industry trade shows throughout the United States

SAFEBUILT

Regional Development Manager

- Exceeded sales target 30% in last fiscal year, achieving \$3.1M over \$2.4M annual budget with average win revenue of \$220K per bid.
- Managed Government and Municipal sector business development with over 100 accounts nationwide.
- Worked directly with state and local governments, counties and developers
- Bid on RFP's for Villages, School Districts, State, County and private developers
- Utilized Salesforce CRM as primary sales tool to generate and track new business
- Increased sales 30% by creating key relationships with over 200 local municipalities, leading to 100% of referral business closing at 75% rate.

EDUCATION

Bachelor of Science (BS), Marketing, Illinois State University, Normal, IL
Sales training: Miller Heiman, Dale Carnegie, Emotional Intelligence sales Success

PROFESSIONAL AFFILIATIONS

Woodridge Planning Commission 2017 - 2024
Westmont Special Events Volunteer, July 2016 - Present
Oak Brook Terrace Lions Club, 2015 - Present