

# Jim Morgan's Resume

---

For your review

**Jim Morgan**

**12/7/2008**

To have the opportunity to lead your sales team to succeed beyond levels they currently have known, or expect is my goal, either by design of position, or by example.

## **James B. Morgan, Jr.**

9327 Homeside Drive  
Indianapolis, IN 46250  
317-845-7426 home  
317-610-7458 cell  
[Morganj428@aol.com](mailto:Morganj428@aol.com)

### **Summary:**

Experienced in sales, sales and motivational training, as well in mentoring sales people from beginners to top experienced professionals proven to raise their personal performance to higher levels. Effectively manage and lead sales teams operations and processes to successfully improve performance. Possess and command strong management and leadership skills and have demonstrated an ability to conceptualize and design staffing programs to meet objectives.

**Strategic Planning:** Developed and managed a sales team from recruiting, training, motivating, and mentoring to create a successful environment where sales people raised their levels of performance even during industry economic down turn, including two sales people who had their best sales years in their twelve year careers in 2007.

**Spending Control:** Successfully managed available funds to greatest achievable results. Utilized innovative and collaborative approaches with sales team to reduce expenses and increase sales efficiency. Successfully became a media resource for stories in the new home industry, thus bringing several high exposure positive media opportunities for company.

**Staff:** Developed successful staffing models to meet sales goals and company requirements. Successfully recruited, trained, and managed staff in coordinated effort to accomplish all company goals.

**Problem Solving:** Extensive experience in utilizing critical thinking and innovative approaches to problem solving. Proven successful in engaging these approaches when confronted with time sensitive issues that demand logical and immediate solutions. Moved quickly to identify root causes of issues and formulated appropriate action plans to remedy.

**Objective:** To obtain employment with a company to which I can contribute my knowledge and skill sets as a top sales professional, and motivator, trainer, and leader to meet and exceed company objectives and increase productivity and profitability.

**Work Experience:**

**2003 - Present            Gunstra Builders, Indianapolis, Indiana**

**Vice President of Sales**

Created systems to operate sales team, and created effective communications throughout sales process from managing contacts, through purchase agreements through each step of operations including closings and warranty.

Recruited, hired, trained, motivated, and trained sales team, drawing on my 25 years experience as on site sales person, and my background as a professional sales and motivational trainer and speaker.

Resolved client conflicts.

Managed team of 14 sales people, in 18 communities, covering 7 counties.

Created and managed vendor relationships for utilities, advertising, mortgage, and Real Estate.

Companies main contact for all affiliated associations, such as MIBOR, BAGI, SMC, and managed all media relations.

Coordinated and sold all House accounts, worked with investors, as well as marketing and selling land positions and developments.

**1998 - 2003                Trinity Homes, Carmel, Indiana**

**Sales Associate**

Hired by Trinity President, Jim McKenzie to turn around slow selling neighborhoods, including one that had zero sales in previous year, sold seven my first month.

Sold development land for company as well as homes.

**1990 - 1998                Morgan Realty Professionals, Fishers Indiana**

**Owner/Operator**

**1989-1990                 Jackson Homes, Indianapolis, Indiana**

**Sales Associate**

**1987-1989                 Davis Building Corporation, Indianapolis, Indiana**

**Sales Manager**

**1985-1987                 Dura-Builders, Indianapolis, Indiana**

**Sales Associate**

**1983-1985                 Hansen and Horn Builders, Indianapolis, IN**

**Sales Associate**

**References and additional information available upon request.**