Grant Holloway

TERRITORY MANAGER

Raleigh, NC • (919) 555-0139 • grant.holloway@email.com • linkedin.com/in/granthholloway

Summary

Territory manager with 8 years in building products sales, covering eastern North Carolina for a roofing manufacturer with 14 distributor branches and 300 contractors. Plans territory management in Salesforce, runs contractor training and PowerPoint reviews, and drives pull-through sales from distributor shelves to job sites. Travels 70% with a clean driving record.

Skills

- Territory Management
- Salesforce
- CRM
- Excel
- PowerPoint
- Outlook
- Distributor Sales
- Contractor Training
- Sales Forecasting
- Presentation Skills

Experience

Territory Manager 03/2021 - Present

Pinecrest Roofing Products Raleigh, NC

Roofing and ventilation manufacturer selling through distributors in 22 states.

- Grew territory revenue from $9M to **$13.4M** in 4 years across 14 distributor branches.
- Run 6 contractor training events a quarter, certifying 85 new installers on the shingle system.
- Present quarterly business reviews in PowerPoint to branch managers, setting stock and promo plans.
- Develop monthly forecasts in Excel and Salesforce that land within 5% of actual sales.

Outside Sales Representative 03/2019 - 02/2021

Triangle Building Supply Durham, NC

Building materials dealer with 5 locations in the Triangle.

- Sold roofing, siding and windows to 70 contractor accounts, growing sales **18%** a year.
- Visited 20 job sites a week to measure, quote and solve installation issues.
- Negotiated project pricing on 12 multifamily builds worth $2.6M.
- Logged calls and orders in Outlook and the company CRM to plan weekly routes.

Inside Sales Associate 06/2018 - 02/2019

Wake Lumber & Millwork Raleigh, NC

Lumber and millwork dealer serving Wake County builders.

- Quoted roofing and millwork orders for 35 contractors a day by phone and at the counter.
- Converted **31%** of quotes to orders, the best rate among 5 counter staff.
- Coordinated deliveries with yard staff for 50 job sites a week.

Education

Bachelor of Science 05/2018

North Carolina State University Raleigh, NC

Business Administration