

Job Board - Food/Beverage

Written by Administrator

Tuesday, 25 January 2011 18:44 - Last Updated Friday, 11 January 2013 03:59

Title: [Southwest/Mid America Sales Rep](#)

Location: Southwest or Central US

Salary: \$65k, plus commission

**SUBMIT YOUR
RESUME NOW!**



Title: [National Account Manager - Specialty Foods](#)

Location: Chicago, IL

Salary: Up to \$100k, uncapped commission

Notes: Prefer someone who has sold to the "Specialty Foods" section.

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Title: [National Sales Manager](#)

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Location : Chicago, Northeast US

Salary : \$75k-\$90k, with commission \$200k+

Notes: Must be very strong on sales to the healthcare industry.

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Title: [National Sales Manager](#)

Location: Maryland

Salary: \$150k-\$180k, bonus, benefits

Notes: Must have sales experience with Food Ingredients.

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Title: [Logistic Manager](#)

Location: St. Louis, MO

Salary: up to \$95k-\$105k, 15% bonus,

Notes: Must have refrigerated experience

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Gregg R. Oser

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Award Winning, Accomplished Regional Sales Director/Sales Manager

Career Highlights

Ø Dynamic, results-oriented business leader with over 20+ years of experience in the service,

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telecommunication and medical industry.

Ø Achieved numerous awards for sales excellence to include: Circle of Excellence in 01, 03, 05, 07, 08, 09 (top 5% of all SM's) with highest percentage, sales level achieved.

Ø Promoted 4 times in 11 year tenure and consistently attained "exceeded expectations" rating on annual reviews.

Ø Developer of talent promoted numerous individuals to management level positions and coached 43% of sales consultants to achieve "Circle of Excellence".

Ø Selected to lead companywide "Prospecting Strategy" initiative. Project manager for content, structure, implementation and rewards program.
Presented to regional team and then rolled out across the country.

Ø Managed a \$6.5 Million P&L successfully and received "General Manager of the Year" Award.

Ø Appointed as a Board Member of The University of Akron – Sales and Marketing Advisory Board.

Professional Experience

ARAMARK Corporation, Philadelphia, PA April 1998 – Present

ARAMARK is one of Fortune's Most Admired companies and the World Leader in Managed Services with 250,000 employees in 21 countries. They are the leader in professional services, providing award-winning food services, facilities management, and uniform and career apparel

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to health care institutions, universities and school districts, stadiums and arenas, and businesses around the world.

Director of Sales - Central North America, ARAMARK Refreshment Services; (October 2009 – Present)

Promoted to lead the development and implementation of national selling strategies and tactics designed to meet or exceed the profitability and revenue growth targets of the Refreshment Services division. \$16M New Business responsibility on a region P&L of \$158M spread across 19 locations. Reporting to the Vice President of Sales and responsible for 7 direct reports (Zone Sales Managers) and 50 Outside Sales Consultants.

Significant Accomplishments:

Ø Certified Achieve Global Trainer for Professional Selling Skills and charged with training across U.S.

Ø Led, implemented and delivered “Prospecting Strategy” program to all North American locations

District Sales Manager, ARAMARK Refreshment Services; Valley View, Ohio (October 2003 – September 2009)

Promoted and charged with the creation and strategy for a new multi-city Sales Management position. This position reported to the District Manager and supported 10 outside sales consultants. The district spans 5 different markets with a P&L of \$25M. Responsible for development of process tools to improve sales development and increase productivity, ensuring sales plan attainment and instructor for field/classroom sales training.

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Significant Accomplishments:

Ø Developed and conducted Sales Leadership sessions at National Meetings

Ø Achieved "Circle of Excellence" in 2005, 2007, 2008 and 2009 and exceeded sales forecast every year including 107% in 2009

Ø Coached 9 "Circle of Excellence" winners for top 5% of National Sales Force and 3 to achieve "Rookie of the Year"

General Manager/Sales Manager, Refreshment Services; (October 1999 – September 2003)

Promoted to lead day-to-day operations and P&L management of a \$6.5 million organization and a team of 34 employees. Identify, hire and develop high potential managers for future General and Sales Management opportunities. Analyze P&L results to develop action plans that increase profitability and organizational effectiveness. Develop and submit forecasts, manage budgets and capital investments.

Significant Accomplishments:

Ø Increased business \$3.4 million in 4 years

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Ø Achieved “Circle of Excellence” in 2001 and 2003

Ø Exceeded sales forecast in 2001, 2002, 2003

Ø Received “General Manager of the Year” Award for the Northeast Region in 2001

Sales Manager, Refreshment Services; (April 1998 – October 1999)

Hired, developed and managed team of 4 Sales Consultants.

Significant Accomplishments:

Ø Coached 2 Sales Consultants to achieve “Circle of Excellence” in 1998 and 1999 and 1 attained “Rookie of the Year”

United Wireless, INC., Akron, Ohio May 1997 – March 1998

United Wireless Inc., a Cleveland, Oh based retailer of cellular technology and communication devices. UW represents multiple cellular carriers offering customers choice in a single location.

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Assistant Area Manager (September 1997 – March 1998)

Sales Associate (May 1997 – September 1997)

Responsible for management, development and coaching of 5 Sales Associates and 1 Account Executive. Successfully managed full-store operations including budget, inventory control and cash handling procedures. Developed customer base and referral network.

Significant Accomplishments:

Ø Set new company record with 259 new cellular activation's

Ø Accomplished zero turnover rate for store employees

Ø Awarded Assistant Area Manager of the month 2 times

Advanced Medical Products, INC., Columbia, South Carolina January 1995 – May 1997

Advanced Medical Products Inc., a Columbia, SC based manufacturer of Holter monitors, ambulatory blood pressure instruments and hand held ultrasound imagers.

Outside Sales Representative (February 1996 – May 1997)

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Regional Sales Manager (May 1995 – January 1996)

Territory Sales Manager (January 1995 – April 1995)

Responsible for the marketing, demonstrations and sales of diverse line of medical diagnostic equipment including; cardiac, vascular and ultrasound. Hired, trained and managed 13 person sales force. Managed 11 Independent

Distributors to ensure quality demonstration and sales of AMP products.

Significant Accomplishments:

Ø Established a 36% sales ratio on diagnostic equipment

Ø Increased sales volume in territory by 27% year over year

Other Experience:

Wayside Furniture, INC., Akron, Ohio November 1989 – December 1994

Sales Representative

Training and Certifications

- Leadership Development Program
- Professional Selling Skills (1 & 2)
- Advanced Leadership Development Program
- Miller Heiman Strategic Selling
- Need Satisfaction Selling
- “Knock Your Socks Off” Customer Service
- Collaborative Sales Coaching
- Decker Communications - Effective Communicating

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Education Background

MBA Program – Currently attending (50% complete) · Walsh University – North Canton, OH

Bachelor of Arts, Business and Organizational Communication · University of Akron – Akron, OH