

Christopher J. McMahon

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SUMMARY:

Proven track record of consistently exceeding sales objectives and contributing to a company's overall growth and success. Effective problem solver, sales consultant, and business manager experienced in partnering with both clients and employees to analyze needs and recommend creative, workable, and cost-effective solutions. Goal-oriented attitude with regard to managing employees, sales achievement, project management and customer service contributing to strong company growth.

PROFESSIONAL STRENGTHS:

- ✓ New Business Development
- ✓ Sales
- ✓ Customer Service
- ✓ Excellent Communication and Computer Skills
- ✓ Production Management
- ✓ Goal Orientated
- ✓ Highly Motivated
- ✓ Teamwork

PROFESSIONAL EXPERIENCE:

Collegiate Entrepreneurs Inc.

(December 2003-Present)

Assistant Vice President of Senior Branch Operations, Executive Team

(February 2007-Present)

- Consultant to a team of four Senior Branch Managers offering ongoing advice and assistance in regard to important sectors of their branches including marketing, hiring employees, establishing compensation plans for key employees and customer service.
- Offered motivational support & perspective to help Senior Branch Managers reach their sales and production targets.
- Achieved combined revenue for the year of over \$600K for the team of Senior Branch Managers.
- Generated \$230K in revenue.

Senior Branch Manager

(February 2006-Present)

- Awarded a larger territory and a new compensation plan rewarding the generation of revenue over \$150K.
- Implementation of a key employee compensation plan for an upper-management employee position, Production Manager, in effort of exceeding revenue generated the previous year.
- Branch Manager of the Year 2006, generated \$212K in revenue.

Branch Manager

(December 2003-February 2006)

- Responsible for all aspects of running a small commercial and residential painting business including marketing, sales, recruitment, interviewing & hiring employees, payroll, job-site management, production management, customer service, and profit management.
- Marketing responsibilities include working at various trade-shows, door to door marketing, and designing and implementing direct mailers.
- Implementation of key employee compensation plans for a mid-management employee position, Job Site Manager, in effort of reaching the higher revenue goal.
- Generated \$190K in revenue.

American Satellite and Entertainment Inc.

Sales Consultant

(February 2002-December 2003)

- Educated and assisted customers with choosing and purchasing equipment for DirecTV, XM Radio, Sirius Radio, and other home entertainment products.
- Part time work, pay based on commission.

EDUCATION:

*University of New Hampshire
Durham, New Hampshire*

Bachelor of Arts, Communication, Cum Laude 3.3 GPA

(May 2007)

- Course work included Interpersonal Communication Courses, including dialogue & teamwork and a research practicum analyzing the techniques used in investigative interrogations, Mass Media Courses, including analysis of the news, Rhetorical Courses, including critical and cultural rhetoric, Computer Science, including web-site development, and Introduction to Architecture.

Associate in Applied Science, Applied Business Management, High Honors 3.5 GPA

(May 2005)

- Course work included Marketing, Sales, Financial and Managerial Accounting, Professional Writing, Public Speaking, Business Law, Human Resource Management, and Business Policy.

AWARDS AND AFFILIATIONS:

- ❖ President of the New Hampshire Epsilon Chapter of the Phi Kappa Theta National Fraternity. December 2004 to December 2005.
- ❖ Awarded Outstanding Brother of the Year, 2005-2006 by the National Phi Kappa Theta Fraternity.
- ❖ Lorman Seminars, Real Estate Development from Beginning to End, June 2007.
- ❖ Vice President of the Epsilon Holding Corporation, a not-for-profit real estate company, August 2006-2007
- ❖ President of the Epsilon Holding Corporation, a not-for-profit real estate company, August 2007-Present.
- ❖ Charline Mason New Hampshire Real Estate Pre-Licensing Course, January 2008.

REFERENCES:

- Christopher Sullivan, Vice President, Collegiate Entrepreneurs Inc., (603)661-9391, cmsul@cepaint.com
- Reverend Dr. Steven Lally, St. Peters by the Sea, (207)439-1723, fr.steven.lally@mac.com
- Dr. John C. Rouman, Professor Emeritus, UNH, (603)868-2286, jrouman@comcast.net