

JAMES (JIM) B. POMERANZ

101 KINGUSSIE COURT / CARY NC 27511 / H: 919-362-4108 / M: 919-656-2920 / jim.pomeranz@earthlink.net

PROFESSIONAL EXPERIENCE

WHITE CONVEYORS, INC. - Kenilworth NJ

Feb 2007 - Sep 2016

REGIONAL SALES MANAGER

- Managed sales of garment conveyor systems and related products in the Southeastern United States
- Territory included Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Virginia, West Virginia and Puerto Rico
- Worked with 15 dealers/distributors and more than 35 sales reps and directly with dry cleaners, small laundries, textile rental companies, hotels, casinos, construction companies, architects to determine the best product for the facility, designing the equipment, and serving as the project manager to make sure installation was done correctly.

AFLAC INSURANCE - Cary NC

Aug 2006 - Jan 2007

(CONTRACT) SALES REPRESENTATIVE

- Represented AFLAC, selling policies to individuals through various size companies

LAW ENFORCEMENT ASSOCIATES - Youngsville NC

Sep 2005 - Aug 2006

(CONTRACT) SALES REPRESENTATIVE

- Sold covert law enforcement surveillance equipment in Colorado, New Mexico, Oklahoma and Texas.
- More than doubled (\$350,000+ from \$160,000).
- Compiled in excess of 275 key contacts in territory from a start with no contacts.

ACCESS POINT, INC. - Cary NC

Jan 2003 - Aug 2005

REGIONAL SALES MANAGER, August 2003-August 2005

- Managed a staff of five account executives, conducting weekly sales and training meetings.
- Worked individually with account executives to improve product knowledge and marketing and sales techniques; accompanied account executives on appointments.
- Recruited new account executives; reviewed performance; made termination decisions.

SENIOR ACCOUNT EXECUTIVE, May 2003-August 2003

- Sold telecom services to business from small three line accounts to larger, multi-location accounts.
- Met quota requirements of \$4,000 a month and was promoted to Regional Sales Manager.

ACCOUNT EXECUTIVE, January 2003-April 2003

- Entered the business with no telecom services experience of any kind.
- Met quota requirements of \$3,000 a month and was promoted to Senior Account Executive.

SELF-EMPLOYMENT - Cary, NC

Jul 2002 - Dec 2002

CONSULTANT - TEXTILE RENTAL INDUSTRY

- Advised textile rental and party rental companies on purchasing tablecloths, napkins and related products

CASCADE FIBERS COMPANY - Sanford NC

Jul 1989 - Jun 2002

SALES MANAGER / MARKETING AND COMMUNICATIONS MANAGER

- Handled direct sales to textile rental companies, party rental stores and military clubs in the United States, managing a small sales staff and traveling extensively throughout the United States
- Increased sales to \$3.5 million a year from \$600,000 and active customer base from less than 100 to more than 300 in a four-year period, 1992-1996.
- Developed, designed and placed company advertising; responsible for writing and design of all company literature, and catalogs; developed and executed marketing plans; wrote articles for trade magazines.
- Also served on Cascade Fibers Company Board of Directors, 1987-2001.

EDUCATION

Bachelor of Arts, Political Science, North Carolina State University