**Randy Shearin Jr.** 119 Oak Square South, Lakeland, FL 33813

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# Objective

To obtain a position in which I can utilize my over 25 years of Agriculture and construction equipment experiences while successfully developing new skills tailored to your company’s expectations, helping the company become more productive, profitable and grow in all areas throughout the state of Florida.

# Skills

P&L Analysis, Improve Productivity processes, Governmental contract administration, Telematics, Web support, AS 400, Microsoft

Office, Word, Excel, PowerPoint presentations, Cold Calling, Prospecting, Governmental Bids, ACT Customer Data Management,

Purchasing, Customer Service, Networking, Marketing, Fork Lift experience, Heavy equipment operation, Event Organization, Inventory Management, Employee Management, Demonstration of new equipment, Shows, closing deals, Finance and lease contracts, Lead generation for potential new business opportunities, Training new sales reps, service, parts, Leading meetings.

# Education

1991 – 1994 Tampa College Lakeland, FL Business Management

1989 – 1991 Lakeland High School Lakeland, FL Diploma

# Professional Experience

**7/2013 – present Trekker Tractor, LLC (Case construction equipment)** **Tampa, FL Governmental Account Manager – North Florida**

Government Account Manager - Sales Support for state of Florida,

***Government Account Manager role 2013-present***- Manage all state contracts, Florida Sherriff’s Association, Florida State, etc. Sale to government agencies utilizing the contracts and competitively bidding against the competition. Successfully demonstrate Case product and benefits closing deals throughout the state. Train new Governmental Account managers how to effectively sale to the government.

***Sales Support role 2015 -2017***- Run reports looking for profit and loss throughout all departments, manage governmental bids, quotes, demos, shows, and prospect for new business opportunities throughout the state for all sales reps. Time and territory management skills in managing a large territory. Advise Sales Director in new hire decisions, Train new sales reps, set up/organize shows and Networking events, manage telematics throughout the state, train staff on new technology, finance and lease contracts for all sales team throughout the state, assist Sales director with overseeing sales team on quotes to present to customers, Marketing through website, Used inventory management, Increase parts business through reports of customer purchase history-patterns, Manage and market online parts look up APP, Work closely with upper level management CFO, President, V. President on opportunities for growth, profit and productivity. Research new product line opportunities for Trekker to represent.

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**11/2012 – 7/2013 Florida Coast Equipment (Kubota dealer) Boynton Beach, FL**

## Outside Sales

Sell new agriculture and construction equipment throughout central Florida. Have successfully sold equipment without dealership after the sale support outside of the dealership’s area of responsibility, without incoming floor traffic or incoming calls! 100% true outside salesmanship!

**Reason for leaving:** Opportunity with Trekker to advance my career from agriculture equipment sales into the construction equipment sales.

**11/2008 -11/2012 Gulf Coast Turf & Tractor (Kubota dealer) Plant city, FL**

## Sales

Sell new and used equipment throughout central Florida. Top salesman for organization 2011 and 2012! Handled all aspects of the sales process, prospect, sale, close, finance, and follow up! Did the first Kubota Lease in the USA in 2010! Went on to be the top Lease salesman for 2011 in the US for Kubota!

**Reason for leaving:** Opportunity with Florida's top Kubota dealership to further career.

**06/2002 – 11/2008 Landig Tractor Co. Inc. (New Holland dealer) Tampa, FL**

## Outside Sales

Sell new and used equipment throughout Polk, Manatee, Sarasota, and southern Hillsborough counties. Successfully prospected and closed equipment deals ranging over $250,000.00 averaging 2 million dollars per year in sales.

 **Reason for leaving:** Landig was experiencing strong financial problems and took advantage of opportunity with Gulf Coast Tractor

**1994 – 2001 Southern Farm Supply (Deere agriculture dealer) Plant City, FL *Outside Sales***

Successfully sold new and used equipment throughout the central Florida area.

**Reason for leaving:** Took a shot at opening and running my own small business. This was a huge learning experience in my career.

**1991 – 1994 Highland Equipment – Procut Equipment (Honda, Deere, Gravely dealer) Lakeland, FL *Parts -Service Manager - Sales***

Successfully learned the parts and service business while directing approximately six employees ranging from technicians to parts counter personnel. Coordinated staff, service work along with parts and service orders. Was my entry level position into a long and rewarding sales career.

References are available upon request.