

J. KEVIN HUNTER



OBJECTIVE

A self-starter and driven sales professional focused on achieving goals with integrity and enthusiasm while striving for excellence. Considered an expert in customer acquisition, new product introductions and relationships.

EMPLOYMENT HISTORY

American Response Vehicles, Columbia, Mo. July 2016 -Present
Leading dealer for AEV Ambulances with a territory including Kansas, Missouri & Illinois.

Regional Sales Manager- Northern Illinois

- Individually responsible for day to day sales & marketing efforts for Chicago and the (7) surrounding counties north of I-80.
- Developed all sales and marketing strategies for this previously un-managed vacant region
- Established purchasing relationships with (169) fire departments and districts.
- Create brand awareness for AEV ambulance and sales.
- Manage 100% of the customer development and their purchasing experience
- Responsible for all sales forecasting, budgets, promotions in the region

Alexis Fire Equipment, Alexis, IL

October 2008 – July 2016

Leading manufacturer of fire apparatus for over 65 years; distributor of AEV ambulances also regional player in loose goods distribution.

Sales Manager - Chicagoland (7) County Area

- Individually responsible for day to day sales & marketing efforts for Chicago and the (7) surrounding counties, including Northwest Indiana.
- Developed all sales and marketing strategies for this previously un-managed vacant region
- The region currently is on target for 5mil. in annual sales from less than 300k (6) years ago; which represent 65% growth each year in the territory
- Established purchasing relationships with (169) fire departments and districts within a (6) year timeframe
- Created brand awareness for AEV ambulance, Alexis Fire Apparatus and many national brands of fire related equipment
- Manage 100% of the customer development and their purchasing experience
- Responsible for all sales forecasting, budgets, promotions in the region

J. KEVIN HUNTER

Page Two

Mitek Corporation, Winslow, IL

October 2007 – July 2008

Leading OEM & aftermarket speaker & electronics manufacturer with brands; MTX, DCM & Streetwires

Regional Sales Manager – Eastern US

- Responsible for day to day management of (10) territories in (28) states comprising of (30) salespeople and (750) accounts
- Manage 20 million in annual sales in multiple mobile electronics product categories and distribution paths including Circuit City & ABC Warehouse
- Hire, train, coach, mentor all sales staff and independent sales rep. firms
- Responsible for all sales forecasting, budgets, promotions in the region
- Grew the business 12% in (1) year

Directed Electronics Inc., San Diego, Ca.

July 1992 – September 2007

Leading aftermarket security, mobile audio & mobile video manufacturer with brands; Viper, Sirius Satellite Radio, Clifford, Python, Orion, PPI & Directed Audio

Regional Sales Manager - Central US

April 2003 - September 2007

- Responsible for day to day management of (12) territories in (23) states comprising of (25) salespeople and (1000) accounts

Regional Sales Manager (continued)

- New customers include Sears, Wards, Target, ABC Warehouse & Nebraska Furniture Mart
- Managing and exceeding quota annually with 40 million in annual sales in multiple mobile electronics product categories;(Security, Sat. Radio, Mobile Video & Mobile Audio)
- Hire, train, coach, mentor all sales staff and independent sales rep. firms
- Responsible for all sales forecasting, budgets, promotions in the region
- Accomplishments
 - '06 Region of the Year – Sales Growth
 - '05 Region Top Sales Growth – Audio
 - '04 Rookie of the Year – Central Region
 - Named as (1) of (19) critical employees in the 10K when they went public December '05

Sales Manager – Upper Midwest

July 1992 – May 2003

- Sales increased in the territory over 778% w/o mass merchant participation
- Responsible for the day to day management of over (100) direct accounts in (5) states
- Responsible for the addition of the Best Buy Corporation getting into the alarm & remote start industry
- Develop new accounts such as American TV, Shopko and growth existing dealer base
- Introduce new product categories from Directed into other established portions of the Mobile Electronics Industry
- Day to day in store training and marketing programs, custom designed to each client

J. KEVIN HUNTER

Page Three

- Accomplishments
 - '03 Central Region – Salesman of the Year / Audio
 - '00 Central Region – Salesman of the Year – Top Gun Growth
 - '99 Top Gun Award – Sales Growth
 - '98 Growth Award – 17% Territory Increase
 - '97 Central Region – Salesman of the Year- 96% Territory Growth
 - '96 DEI Audio Salesman of the Year- 3rd Place
 - '95 Key Account Award – Best Buy Co.
 - '94 Top Sales Growth –Top Gun Award- 25%

EDUCATION

Western Michigan University, Electrical Engineering
RETS Technical School, Industrial Engineering

PROFESSIONAL ASSOCIATIONS

Fox Lake Fire Protection Dist. – Firefighter / EMT 1992 – 2014 Lt. Training (Ret.)
St. Bede Catholic School – School Board Member 2010 – 2013
Village of Fox Lake – Elected Official - 1997 – 2001
Grant Community High School – School Board Member – 2015- Presently

REFERENCES (and Salary Requirements)

Available upon request