

# J. KEVIN HUNTER

1234 XXXX

Ingleside, IL 60041

[jkhunter@comcast.net](mailto:jkhunter@comcast.net)

847-840-XXXX

---

## **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. Indiana, Nebraska, Iowa and 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- 3<sup>rd</sup> 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.)  
Village of Fox Lake – Elected Official / Trustee - 1997 – 2001  
St. Bede Catholic School – School Board Member 2010 – 2013  
Grant Community High School – School Board Member – 2015- 2018  
Lakes Region Sanitary District / President -2017 - Present

## **REFERENCES** (and Salary Requirements)

Available upon request