
Dustin Salmon

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OBJECTIVE

After spending over a decade in professional sales, purchasing, and marketing I'm looking to move into a new professional that is both challenging and rewarding

EDUCATION

University of North Dakota, Grand Forks, ND

Bachelor of Science

2007

Major in Marketing

Major in Management

University of Mary, Online, Bismarck, ND

Master's in Education, Licensure Track

In process

PROFESSIONAL EXPERIENCE

SRS Distribution Inc

Fargo, ND

Inside Commercial Sales

February 2019-Present

- Point of Contact for commercial sales
- Determine pricing, product usage, lead times, and organizing of commercial projects
- Main facilitator of over \$3 million in commercial sales per fiscal year
- Established long lasting relationships with contractors
- Ability to talk through problems with customers and maintain positive associations

Allied Building Products

Fargo, ND

Inside Commercial Sales

May 2012 – February 2019

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Allied Building Products

Fargo, ND

Purchasing

May 2011 – May 2012

- Branch Showroom Coordinator
- Established contractor tool sales program and product catalogue
- Set sales program pricing, reorder points, and sales goals
- Physically built showrooms with racking, displays, and advertising
- Attended product conventions to build future purchasing decisions

SKILLS

- Multi-tasking
- Ability to establish relationships with a wide variety of people
- Organizing large, multi-faceted projects and working with them from start to finish
- Microsoft Word
- Microsoft Excel
- Microsoft Powerpoint