

John S. McCarley | National Sales Manager

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- Goal-exceeding outside sales representative with 10+ years in luxury consumer goods & digital marketing
- Utilizes entrepreneurial business development skills to prospect for new clients and maximum growth of existing business relationship
- Employs innovative technologies to streamline and successfully manage multiple sales processes
- Ability to translate complex ideas and strategies in an approachable and understanding way
- Applies marketing background to stay top-of-mind with prospective and existing clients as field specialist
- Tested aptitudes for sales, leadership, collaborative thinking, and creative problem solving

Relevant Work Experience

National Sales Manager, Clothing & Accessories | Beretta USA Corp.

December 2015 – February 2018 | Accokeek, Maryland (Remote Position)

Hired as the first clothing specific sales person in the 30-year history of the company. Quickly overcame challenges of working remotely and developed working relationships throughout the company to best fulfill my role. Utilized new technology to build better communication tools with my team and my clients.

- Exceed my first-year sales goal by 170% in my first 90-days
- Secured a national department store account with more than 300 stores in my first 90-days
- Coordinated & executed all aspects of closing and launching in a department store within a 4 months window
- Adjusted to spontaneous situations to provide materials and collateral assistance for clients where none existed
- Implemented self-discipline tools to successfully work independently and while traveling up to 60%
- Reached my second-year sales goal in 9.5 months
- Assisted in the planning, coordination, and execution of 10+ national trade shows each year

Founder | Jolt Social Media & Jolt Office Hub

December 2010 – Present | Dallas, Texas & Maumelle, Arkansas

- Built two innovative businesses that were at the forefront of their respective industries at the time
- Exercised my business development skills to manage direct interactions with many people and clients
- Developed & managed social media strategy for lifestyle brands clients
- Had a 'hands-on, in the trenches' approach with clients to ensure client success

Other Work Experience

Brand Ambassador, Part-Time | **Shinola Detroit** | Dallas, Texas | April 2015 – March 2016

Showroom Manager | **Ceylon et Cie by Michelle Nussbaumer** | Dallas, Texas | May 2010 – Jan 2011

Designated Sales Associate, Women's Fine Apparel | **Neiman Marcus** | Dallas, Texas | Sept 2009 – May 2010

Store Manager | **LFT / Premium 93 / Octane** | Denver, Colorado | August 2005 – January 2006

Sales Associate, Part-Time | **Burberry NorthPark Centre** | Dallas, Texas | October 2004 – July 2005

Leadership & Community Experience

Young Texans Against Cancer | Member | October 2016 – Present

Dallas Museum of Art, Junior Associates | August 2012 – July 2016 (One of the largest YP groups in Dallas)

- **Co-Chair** | July 2015 – June 2016
- **Events Committee Member** | July 2014 – June 2015
- **Executive Committee Member** | July 2013 – June 2014

Education

Arkansas State University | Jonesboro, Arkansas | **Bachelor of Science in Journalism** | 2008

* Available for relocation