

John S. McCarley | B2B National Sales Manager

Dallas, Texas | 214.725.0148 | john.mccarley@gmail.com | [LinkedIn](#)

- Goal-exceeding sales specialist with 13+ years in luxury hard & soft goods, B2B & B2B2C
- Utilizes entrepreneurial business development skills to prospect & maximize growth of existing business
- Employs innovative technologies to streamline & successfully manage the sales pipeline & cycle
- Applies creative background to stay top-of-mind with prospective and existing clients as field specialist
- Tested aptitudes for sales, leadership, collaborative thinking, & creative problem solving*

Relevant Work Experience

Regional Sales Manager, Texas & Arkansas | [Bevi](#)

June 2019 – April 2020 (COVID-19 affected) | Boston, Massachusetts (Remote Position)

Led Bevi's industry-leading, single-use cans/bottles reducing, time/money-saving, company culture boosting, naturally flavored still and sparkling water dispenser sales and operations in Texas & Arkansas

- Accomplished 190% to sales goal in 2019 and on track for similar results in 2020
- Built and nurtured dozens of distributor relationships at the local, regional, and national level
 - Aramark, Blue Tiger, Compass Group, Quench, Royal Cup and more
- Managed full sale pipeline & cycle for 5-person offices up to multi-site national enterprise employers
 - Owned and closed multi-unit deals for ATX Networks, H.E.B/Central Market, and Valero Energy

National Sales Manager, Clothing & Accessories | [Beretta USA Corp.](#)

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

Hired as Beretta's first clothing specific salesperson in the 40-year history of the US operations

- Exceed my first-year sales goal by 170% in my first 90-days & second-year sales goal in 9.5 months
- 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
- Assisted in the planning, coordination, and execution of 10+ national trade shows each year

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 Couture | **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

Other Work Experience

Founder | Jolt Social Media & Jolt Office Hub (Coworking Space in Arkansas)

December 2010 – Present | Dallas, Texas & Little Rock, Arkansas

- Understand how to create a company and a business strategy from the ground up
- Built two innovative businesses that were at the forefront of their respective industries
- Develop & manage social media strategy for clients like, Crescent Real Estate, Dallas Regional Chamber, Mesero Restaurant Group, Mockingbird Station, Republic Property Group, Uptown Dallas Inc., and many others

Leadership & Community Experience

Young Texans Against Cancer | Member | October 2016 – December 2018

Dallas Museum of Art, Junior Associates | August 2012 – July 2016, Co-Chair | July 2015 – July 2016

Education

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

* [AIMS Testing](#) Results – Summer 2018