

Ernest Principato

34 Oneda Ave. Moorestown, NJ 08057 - 609.280.8851 - edprinci@gmail.com

Sales and Service Leadership

I am a self motivated, dedicated and innovative management professional with significant experience in sales and service. Enthusiastic team leader able to establish positive work environments and respond effectively to customer needs. Adaptable and flexible problem solvers with the ability to anticipate and prevent issues, solve crises with minimal negative impacts. I am a skilled planner adept at prioritizing and managing concurrent projects.

Education

1980-1984 Council Rock High School Graduate - Newtown, PA

1984-1985 Bucks County Community College - Newtown, PA

1993 IICRC Master Certification - Textile, Fire, Smoke, Water, Mold Damage Restoration

2017- Present. General Chemical and Supplies. Moorestown, NJ

Account Sales Representative

Duties/Responsibilities:

- Janitorial supplies and equipment sales to NJ public schools, universities, government and large private businesses.
- Comprehensive and detailed school bidding, research and negotiate to maintain and grow book of business.
- Developed relationships with Directors of facilities, building and grounds for South Jersey school districts.
- Self motivated cold calling to larger facilities, fitness centers, medical facilities and hospitality industry, bringing in new business.

Professional

Experience

2016 - 2017 Cleaning On Demand. Hainsport, NJ

Director of Operations

Duties/Responsibilities:

- Complete operations for South Jersey Franchise operating under the name of Sears Home Services
- Manage and growth of 14 technicians and office staff, 12 vehicles, including equipment, inventory, warehouse operations and maintenance of building.
- Maintain annual sales growth over \$1.2 million.
- Maintained and exceeded Corporate Satisfaction surveys.

2007- 2016 Jon-Don, Inc Langhorne, PA

Truck Mount Equipment Specialist (2007-2009)

Regional Sales Representative (2009 - 2016)

Duties/Responsibilities:

- Manage and growth of 250 assigned customers.
- Sales of specialty cleaning equipment and vehicles ranging from \$5k - \$80k
- New business start up consultation, equipment and technical training, additional sales all related to equipment packaging.
- In-store and outside janitorial supplies and equipment sales to the cleaning and restoration contractors.

1987 - 2007 Hamilton Carpet Care, Inc Hamilton, NJ

President / CEO

Duties/Responsibilities:

- Created new company selling carpet, upholstery, tile and grout cleaning for residential and commercial clients. Services also included 24 hour water damage restoration and new carpet sales.
- Sold business and accounts in 2007

References

Available Upon Request