
KELLY MICHAEL DUNLOP

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PROFESSIONAL SUMMARY

Ambitious Sales Representative, including Inside Sales, Outside Sales and Territory Sales Manager, in the field of Commercial Metal Framing Construction. Proven history of over 24 years, executing strategies to drive consistent sales, build relationships, seek out new business opportunities and maximize company profits. States covered during this time include, CO, UT, NM, WY, MT, KS, OK, NE and IA.

ACCOMPLISHMENTS

Two time recipient of being awarded Manufacturing Outside Salesman of the year, voted upon by a product of my peers in the state wide Colorado AWCI Chapter (All Walls and Ceiling Industry).

WORK HISTORY

Energy Consultant, 03/2025 - 08/2025

Sunder Energy – Denver, Colorado

- Identified numerous residential customers interested in going to Solar to reduce their energy bills.
- Developed and implemented energy efficiency strategies tailored to the client needs.

Freelance Photographer, 10/2021 - Current

Self Employed – Denver, CO

- Digitally edited photos to enhance appearance.
- Edited, toned, captioned, and uploaded photographs for potential re-sell.
- Took photos from different angles and perspectives to capture perfect images.
- Visit www.photocrowd.com for a few results. (search "dunlopm").

Outside Sales Representative, 12/2004 - 10/2021

CEMCO (California Expanded Metal Company) – Denver, CO.

- Followed up with customers after completed sales to assess satisfaction and resolve technical or service concerns.
- Visited customer locations to evaluate requirements, demonstrate product offerings and propose strategic solutions for diverse needs.
- Assisted Traffic Manager and Plant Manager to increase service levels with lead-time and deliveries.

- Established new accounts through personal visits to potential customers.
- Attended trade shows and conferences regularly to increase brand visibility.
- Consistently worked along side Regional Sales Managers and Corporate leaders to achieve company goals.

Territorial Sales Manager / Outside Sales Rep., 05/1997 - 12/2004

Dietrich Metal Framing – Denver, CO.

- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Monitored sales team performance, analyzed sales data and reported information to Regional Sales Managers.
- Established successful account relationships by building rapport and maintaining consistent communication.
- Analyzed market trends and competitor activities to identify opportunities for business development.

Superintendent - Team Member, 05/1994 - 11/1996

Black Roofing Inc. – Boulder, CO.

- Working alongside fellow team-members, helped oversee completion of new and existing roof installations, maximizing project efficiencies.
- Helped answer any questions or concerns from homeowner.
- Led team meetings to enhance communication and address project challenges promptly.

Outdoor Instructor, 09/1992 - 05/1994

The University Of Iowa – Iowa City, IA

- Instructed fellow University students by guiding them on Rock Climbing trips. College accredited courses.
- Instructed fellow University students by guiding them thru Wilderness Ropes Course that helped build self confidence and trust within group. College accredited course.
- Helped run local University Outdoor Rental Shop.

EDUCATION

Bachelor of Arts: English Literature, 05/1994

University of Iowa - Iowa City, IA

HOBBIES

Golfing. Biking. Skiing. Travel. Charitable Activities.

ADDITIONAL

Achieved Rank of Eagle Scout in 1989.

SKILLS

- Self Motivated
- Team Player
- Quick Learner
- Prompt
- Professional Communicator
- Result Driven
- Honest
- Humble