



JAMIE ROGERS

SALES PROFESSIONAL

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Little Rock, AR

EXPERIENCE

Sr. VP, Sales 2/2024-Present
Arcane Industries

- Lead 'Hunter' for new polymer clients for all factories
- Generates internal growth with vendor consolidation
- Increased injection molding revenue by \$8M in 6 mos.
- Manages portfolio of >\$50M
- Sets B2B discussions with C-Suite stakeholders
- Identifies acquisitions to increase market share

Customer Sales Manager 7/2022-2/2024
CoorsTek, Inc.

- Managed 6 direct reports
- Calculated and designed regional revenue forecast
- Collaborated with engineering, planning, and production managers to maintain healthy outlook and OTD; increased plant OTD by 8%
- Secured \$46M in backlog with >\$40M in 2023

Outside Sales Manager 12/2020-12/2021
McKellar & Co., LLC

- Oversaw 4 reports in marketing and customer care
- Created customized marketing plans for seminars
- Informed guests of products and scheduled 1:1 meetings with advisors in home office
- Conducted demographic research to optimize reach

Inside Sales Manager 3/2020-12/2020
Kannact Chronic Care, LLC.

- Managed 6 direct reports
- Customized script to the targeted chronic illness
- Analyzed claims data to identify eligible clients and created manageable health plan offering
- Increased monthly revenue by +\$623K in <6 months

Project Manager 6/2019-3/2020
Kannact Chronic Care, LLC.

- Identified new targets and led C-suite meetings
- Onboarded new clients and created customized quarterly review presentations
- Identified opportunities for growth and suggested appropriate upgrades to scale clientele
- Serviced portfolio valued over \$50M annual revenue

REFERENCES AVAILABLE UPON REQUEST

Charismatic and seasoned sales leader searching for a long-term position that will leverage all aspects of the sales cycle. Diverse range of sales expertise in: Manufacturing, Apparel, Insurance, Virtual Healthcare, and Diabetes Management. Competitive demeanor with an entrepreneurial mindset. Focused on exceeding goals and breaking barriers personally and professionally.

EDUCATION

University of Louisiana
Lafayette, LA

*BA Science | Outstanding Graduate,
College of the Arts*

- Diploma - May 2013
- 3.99 GPA
- Magna Cumme Laude

SKILLS

Adobe Products
B2B Sales
Government Ratings
Kronos
Microsoft Office Suite
Negotiation
NPS Scoring
PowerPoint Pivot
Power BI
Quality audits
SalesForce
6-S Leader
90 WPM
10 - Key