

PAUL STRICKLAND

769.229.1678 | paulstrick66@gmail.com | New Orleans, LA

OPERATIONS & SALES EXECUTIVE

QUALIFICATIONS PROFILE

Forward-thinking and strategic sales executive with a distinguished career in leading multi-location operations and driving significant business growth; backed by expertise in developing strategic sales and business plans that optimize resource allocation, improve operational efficiency, and expand market share across diverse regions. Recognized for adeptness in identifying opportunities for process improvements, implementing innovative sales solutions toward revenue growth, and leading projects from concept to completion while maintaining the highest standards of customer satisfaction and service excellence. Articulate communicator, known for effectively managing cross-functional teams, strengthening positive relationships with key stakeholders, and ensuring seamless communication between departments and external partners.

AREAS OF EXPERTISE

Sales & Business Planning ~ Territory Management ~ Business Development ~ Operations Management
Strategic Planning & Execution ~ Financial Planning & Analysis ~ Profitability & Revenue Growth ~ Budgeting
Employee Relations & Retention ~ Performance Enhancement ~ Customer Relationship Management
Sales Support ~ Team Leadership & Collaboration ~ Regulatory Compliance ~ Training & Development

PROFESSIONAL EXPERIENCE

Director of Field Operations – Terminix, New Orleans, LA Apr 2023–Dec 2024

- Led field teams to execute a strategic plan aimed at improving operational efficiency and optimizing resource allocation.
- Analyzed operational data and KPIs to identify performance gaps and develop actionable strategies to drive measurable improvements in service delivery.
- Worked with department managers, administrative personnel, and technical staff to maintain goal alignment and enhance team productivity.
- Resolved complex technical service issues to ensure customer satisfaction and uphold company standards.
- Conducted acquisition prospecting to expand market reach and increase revenue streams.
- Refined service routes to optimize technician schedules and reduce operational costs.
- Supervised project timelines to ensure adherence to deadlines and successful project completion.
- Developed training programs for staff to meet evolving business demands and exceed performance benchmarks.
- Selected as one of six managers to earn Certified Six Sigma Black Belt designation, and successfully completed a two-part assignment with a chemical inventory project that resulted in annual savings of \$140K.

Regional Vice President – Fox Marketing/Pest Control, Logan, UT Aug 2020–Apr 2023

- Directed operations across 11 branch locations in the United States to achieve consistent performance and meet organizational goals.
- Established new branch locations in Washington, DC; Orlando, FL; Newport News, VA; Dallas, TX; and Mandeville, LA to expand the company's presence and market share.
- Evaluated city demographic and market data to select optimal facility locations and ensure successful launch strategies.
- Collaborated with co-founders and executive teams to create comprehensive policy and technical procedure manuals for streamlined operations.
- Designed a training manual to equip pest control technicians with knowledge and skills to deliver superior service.
- Provided leadership to branches to align strategic initiatives with organizational growth objectives and ensure consistent performance standards.

Regional Technical Specialist – Bayer Crop Science, Raleigh, NC May 2017–Aug 2020

- Drove the market share growth of the products to strengthen the company's presence within the assigned territory.
- Built and sustained productive relationships with distributors and end-users to drive product adoption and loyalty.
- Represented Bayer Crop Science to provide expert business consulting and product knowledge to distributors, users, and decision-makers.
- Bridged communication between Bayer Crop Science and company owners to align business strategies and deliver solutions to address client needs.
- Delivered CEUs to industry professionals to enhance their expertise and regulatory compliance within the region.
- Contributed as a panel expert at industry conferences to introduce product innovations and promote the company's leadership in agricultural science.

Additional Experience:

Regional Manager, Southern States – Rollins Orkin (Aug 2010–May 2017)

Region Technical Specialist – BASF (Feb 2009–Aug 2010)

Regional Manager – Terminix International (Dec 1990–Feb 2009)

EDUCATION & CERTIFICATION

Bachelor of Science in Health and Human Services – The University of Southern Mississippi, Hattiesburg, MS