

# Eric Kotlow

Sales Representative/ Marketing

US Army Veteran with 12+ years experience in b2b sales seeking a position in sales management or marketing.



✉ ejkotlow@gmail.com

📍 Rensselaer, NY 12144

🐦 www.twitter.com/ejkotlow

📞 518-322-7029

🌐 www.linkedin.com/in/eric-kotlow

## WORK EXPERIENCE

### Senior Sales Representative Graybar

04/2005 – Present

Albany, NY

#### Achievements/Tasks

- Responsible for exceeding sales and gross margin budgets for the sales territory (\$3.5 million sales budget) and implementing the districts market plan to assist in achieving its sales and marketing objectives in the assigned customer vertical market.
- Grew sales territory from less than \$1 million in annual sales to over \$3.5 million in annual sales.
- Developed and maintained relationship with key customers and suppliers in the Telecom/IT and Security markets so that the assigned sales territory was properly positioned within marketplace; provided guidance and support in the retention of profitable business.
- Was nominated to the Graybar Liberty Club in 2014 for being one of the top performing sales reps in the New York District.

### Senior Team Leader Network Switching Systems

US Army

05/1999 – 02/2005

#### Achievements/Tasks

- Supervised and ensured success and safety of Small Extension Node team of 7 soldiers while assigned in Balad, Iraq in support of Operation Iraqi Freedom.
- Awarded Army Commendation medal for superior performance in training staff in system operations and guaranteeing 100 percent readiness and maintenance of equipment during Operation Iraqi Freedom.
- In-depth understanding of enterprise voice and data Metropolitan Area Network (MAN), Local Transmission Control Protocol/Internet Protocol (TCP/IP); and Lightweight Directory Access Protocol (LDAP).

## EDUCATION

### B.S. Business Administration- Management/Marketing University at Albany

01/2014 – 05/2017

Albany, NY

3.44 GPA

### A.A.S. Business-Marketing Hudson Valley Community College

05/2006 – 06/2008

Troy, NY

## SKILLS

SAP	●	●	●	●	●
Microsoft Office	●	●	●	●	○
CRM/Sales Force	●	●	●	●	●
Leadership	●	●	●	●	○
Communication	●	●	●	●	●

## CONFERENCES & COURSES

### General Dynamics Network Switching Systems Operator-Maintainer Course (08/1999 – 02/2000)

US Army

- Ft. Gordon, GA

### Primary Leadership Development Course (2002)

US Army

- Ft. Drum, NY