

# *Edward J. Balon*

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## **OBJECTIVE: Sales / Management**

A challenging position with a growth oriented company in sales or management that gives me the opportunity to expand my related experience, people skills, management skills and knowledge of the field.

## **SUMMARY:**

- Undergraduate degree (B.S. - 1993) plus successful business experience in a sales/account management position with a service oriented companies.
- Significant contributions to expanded markets and client base.
- Demonstrated abilities and initiative to develop business and increase sale volume independently and, in a leadership role, motivate others to do the same.
- High professional motivation, professional demeanor in all business contact and consistently give “110%” to achieve winning results.

## **EDUCATION:**

August 1993 **VALPARAISO UNIVERSITY**, Valparaiso, Indiana  
Bachelor of Science: Business Administration,  
Summer 1988 International Studies Semester, Beijing, China  
Spring 1992 International Studies Semester, Cambridge, England

## **EXPERIENCE:**

- 08/06 – 11/07 **MONIERLIFETILE, LLC** – Naples, Florida  
**Sales Representative – Concrete roof tile manufacturing company.**  
Three county territory (Collier, Lee, Hendry). Responsible for generating new business, maintaining existing customer base, handling complaints, product displays, and product training. Work closely with distributors, builders, architects, roofers and developers.
- 07/05 – 08/06 **D&B FAMILY PROPERTIES, INC.** – Naples, Florida  
**Vice President, Sales**  
Handled the purchase and sale of over 600 vacant land transactions.
  - Worked closely with builders, developers, lenders, realtors and public.
- 04/99-07/05 **WASTE MANAGEMENT, INC.** - Naples, Florida  
**Territory Manager – Construction sales for all of Collier County**
  - Responsible for developing creative and cost effective solutions for commercial customers and prospects.
  - Responsible for achieving company sales goals by demonstrating expertise in waste evaluation and an in-depth understanding of the local marketplace.
  - Committed to maintaining a high level of customer satisfaction, meeting customer retention goals, resolving customer complaints and solving major accounts receivables.**Recycling Driver (10/95-4/99)**

09/94-10/95 **ARAMARK SERVICES, INC.** - Fort Myers, Florida

**Manager**

- Sales and management responsibility for the performance of one route manager and five route representatives servicing more than 500 accounts (uniform and linen services).
- Trained, developed and supported route personnel to maximize sales volume.
- Personally worked on accounts regarding inquiries and resolving problems.
- Generated leads for new business and developed written sales proposals.
- Assured proper installation of product and monitored accounts for quality.

08/93-09/94 **ARATEX SERVICES, INC.** - Merrillville, Indiana

**Sales Representative**

- Generated new business, serviced accounts, installed products.  
(Company changed name from Aratex to Aramark)

**COMMUNITY:**

- Collier Building Industry Association Board Member for three years.
- Life-time SPIKE for CBIA recruiting (Recruited over 146 members to date)
- Past volunteer for several nonprofit agencies including American Cancer Society, American Heart Association, United Way, YMCA and more.

Reference available upon request.