

Jim Kelly

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OBJECTIVE:

Experienced, dynamic, results focused sales, business development and marketing executive, with a twenty six year track record of consistent revenue, profit and market share growth, pursuing the next platform for personal fulfillment and earnings potential in the solar energy industry.

SKILLS:

- Business development, account relationship management, sales & marketing
- Procurement, purchasing and negotiating strategies
- Supply chain, customer service, expediting, logistics, distribution, inventory control
- Environmental, sustainability and carbon footprint marketing strategies
- Educational seminars, sales presentations, chairing meetings and events, public speaking
- Computer skills: Excel, Word, PowerPoint, Outlook, CRMs, and all social media networks
- NABCEP certification pending

PROFESSIONAL EXPERIENCE:

Single Source Energy Solutions, Inc. with Solect Solar as solar partner Norwell, MA March 2015 – present

Energy Advisor

Business development, sales, marketing and account relationship management of commercial and industrial businesses for complete energy management solutions including; electricity and natural gas procurement, energy efficiency programs, and solar power system consulting, quoting and complete project management. Creation and implementation of innovative, high impact, targeted sales and marketing strategies in start-up business environment. Building and sustaining a full pipeline of long term, loyal customers, built with consultative, partnership centered relationships.

Trelevate, Constellation Energy, an Exelon Company Braintree, MA October 2014 – March 2015

Senior Sales Consultant

Business development of retail, and commercial businesses for third party supply of electricity and natural gas. Responsible for lead generation, qualification, prospecting, cold calling, and closing. Consistently within top five performers in volume and number of sales out of 40 reps nationally. Promoted to Senior Sales Consultant sooner than any other rep, in fast paced, metrics, quota driven, team environment. Closed over 75 accounts of new business worth over 8 megawatts in five months, averaging 20-25 door knocks daily and an average closing ratio of 54%.

Trinity Solar Systems & A Power Company Norwell, MA September 2013 – October 2014

Sales Affiliate

Business development of commercial, and industrial businesses for comprehensive energy management solutions including electricity and natural gas procurement, utility recovery audits, energy efficiency programs and solar power purchase, lease and PPA agreements. Created and executed own sales and marketing plans. Gained extensive experience and knowledge of deregulated energy and solar markets.

Closed over 5 megawatts worth over \$350,000 in new business revenue and profit of \$15,000 in part time role.

**Lindenmeyr Publishing Papers, Division of Central National Gottesman
Dedham, MA 2006 – 2013, Manhattan, NY 1987 – 2006**

Senior sales representative

Accomplishments:

- Managed \$79 million in annual revenue worth \$2.5 million in profit. Responsible for largest K-12 publisher in the country conducting regular sales calls on over 25 individuals from C-level to buyer planners.
- Developed innovative, exclusive new grade of paper which increased profit of largest account in company by \$800,000 year over year.
- Reduced inventory exposure of largest K-12 publisher from \$35 million - \$7 million in less than 12 months by development of supplier/mill financed custom inventory management programs.
- Opened \$1.5 million in new business worth \$60,000 in profit by prospecting, networking, and referrals.
- Increased overall profit year over year by \$284,000 in a declining market through more effective procurement.
- Handled negotiations and presentation of 45 page RFP proposal for winning \$75 million paper procurement contract.

Responsibilities:

Business development and account relationship management of book and magazine publishers, media companies, retail and professional catalogers, directories, commercial printers and book manufacturers. Built strong, trusting relationships with all C levels of management, global supply chain, procurement, finance, production, manufacturing and operations executives. Negotiated pricing, supply, and terms agreements for multi-million dollar contracts and spot buying market opportunities. Collaborated with suppliers on new product development to address customer and market needs. Negotiated settlements of high stake, high dollar value, manufacturer product and performance complaints between printers, mills, and customers. Defined and executed corporate sustainability, environmental, and marketing objectives related to paper used in publications.

EDUCATION:

**University of Delaware, Lerner College of Business and Economics,
Newark, DE** Bachelor of Science, Business Administration and Marketing Management