

WES COTTON
PRESIDENT, INFINITY SALES SOLUTIONS, LLC.

Executive Level Summary of Experience

- ✓ Substantial sales, service and marketing experience
- ✓ Proven ability in building strong business relationships
- ✓ History of building effective and productive sales teams
- ✓ Excellent business acumen
- ✓ Extensive sales presentation experience
- ✓ Strong written, verbal and analytical skills
- ✓ Proficient and adaptable with business software



Personal Attributes

- ✓ A natural take-charge leader, skilled at inspiring and developing high performance sales teams, teamwork, training programs, as well as leading by example
- ✓ Specialized in hiring the highest caliber sales and service professionals
- ✓ Able to develop sales strategies to meet or exceed sales performance goals, customer satisfaction, while maintaining a high percentage of customer retention
- ✓ Proficient in creating presentations, reports, forecasts, budgets and business plans
- ✓ Experienced in representing company, products and initiatives at industry trade shows, dealer meetings and special events
- ✓ Exceptional listening skills, and defining actionable priorities
- ✓ Ethical / Decisive / Multitasks / Flexible / Sense of Humor

My sincere professional goal is to utilize my 35+ years of experience with three Fortune 500 companies as an executive level manager, to support small and medium sized businesses in reaching their full sales potential. I have learned that maximum results are attained by identifying the true market size, building and retaining a high caliber team, understanding sales effectiveness, and effectively managing growth. My experience focusing on these key areas will support your company's sales growth.

PROFESSIONAL SUMMARY

- Clinical Contracts – **Rockhurst University**, Kansas City, MO
- President – **Infinity Sales Solutions**, Prairie Village, KS
- Vice President – Parts Sales, **Volvo Trucks N.A.**, Greensboro, NC
- Region Parts Director, **Volvo Trucks N.A.**, Kansas City, MO
- N.A. Industrial Engine Sales Manager, **Caterpillar Inc.**, Seguin, TX
- N.A. Field Service Manager, Global On-Highway Trucks - **Caterpillar Inc.**, Seguin, TX
- Region Sales Manager, Global On-Highway Trucks - **Caterpillar Inc.**, Peoria, IL
- Sales GM, and Technical Services Manager – **Bergstrom Inc.**, Rockford, IL
- Director of Sales, West Coast - **Bergstrom Parts**, Danville, CA
- Owner/President, **Nu-WAVE Comfort, dba Relax The Back**, Sunnyvale, CA
- Director of Sales, OEM & National Accounts - **Glacier Bay Inc.**, Union City, CA
- Western Region Sales Manager - **PACCAR/Peterbilt**, San Ramon, CA
- N.A. National Sales Manager – **PACCAR/ PACCAR Parts**, Renton, WA
- District Parts Manager - **PACCAR Parts/Kenworth**, Kansas City, MO
- Sales Manager – **Bergstrom Inc.**, Rockford, IL
- OEM Account Executive - **Red Dot Corporation**, Tukwila, WA

EDUCATION

- Master of Business Administration, **Northwest University**, Kirkland, WA
- Bachelor of Science, Business Administration, **Cardinal Stritch University**, Milwaukee, WI



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