

JEFF HARDY

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PRESIDENT AND OWNER SENIOR SALES AND MARKETING EXECUTIVE

Dynamic, high-performance executive with a proven ability to build and lead top-flight sales teams and aggressive drive for results. Broad communication industry experience with special expertise in sales force automation and product configuration for customer. Consistently proven able to hit the ground running, inspiring others and producing exceptional results within a short period of time.

Management strengths include:

- Solutions-Oriented Selling
- Revenue and Profit Growth
- Redesigning Business Processes
- Contract Negotiations
- Consultative Sales Approach
- New Market Penetration
- Key Account Management
- Branding and positioning

Entrepreneurial leader known for ability to penetrate new markets, produce impressive sales results and grow market share and profitability.

PROFESSIONAL EXPERIENCE

SKYNET SATELLITE, LLC

2003 – PRESENT

Co-Founder/President/Owner/Sales and Marketing Executive

Together with business partner – Asi Lalky, started up a company specializing in Satellite TV and communications. Responsible for all aspects of personnel management, business development, inventory, accounting, advertising, purchasing, and customer service. Primarily responsible for sales teams in Anchorage and Fairbanks to include training on products, installation services, pricing, consumer trends and competitor pricing. Continuously work with business partner to develop long range goals and plans to enhance revenue and customer base by providing new products and services.

GCI CABLE COMPANY

2001 – 2003

Sales Executive

Was recognized as the #1 Sales Representative for Residential Sales throughout Alaska with over 1 million generated in sales revenue. Provided door to door sales to include cable television, local and long distance phone service and internet services. Responsible for sale from invoicing, payment, scheduling service and providing customer service and

technical feedback to new customers prior to and during installation phase. Serves as on-site manager for rotating customer service teams deployed throughout Alaska on temporary assignments. Provided internal support to management as an informal leader on door to door sales teams.

AT&T
Sales Associate

1999 – 2001

Responsible for training new employees on customer service, products, competitor pricing and market trends. Recognized monthly as a top sales representative. Provided door to door sales services for new AT&T products to include local and long distance phone services and internet service. Responsible for cataloging sale, coordinating payment, scheduling installation and providing technical support on all new sales.

THE GORDAN COMPANY
Sales Associate/Advisor

1998 – 2002

Responsible for new sales throughout rural Alaska by phone. Maintained inventory and provided feedback on new and existing products. Recognized for sales that helped to increase revenue every year. Served as a valued advisor to the owner on product sales throughout the Bush.

C&N WHOLESALERS
Account Executive

1993 – 1998

Provided sales services to include route service throughout the Anchorage Bowl and phone services to rural Alaska for over 200 small business accounts. Managed accounts from initial sale to packaging, routing and delivery on a monthly basis. Provided feedback to owner on new and existing products based on consumer trends. Responsible for route inventory and some product purchase.