Joshua Pfeuffer

Aurora, IL 60506

EDUCATION

Illinois State University

Bachelors of Science in Public Relations G.P.A 3.2

May 2012

Waubonsee Community College, Sugar Grove, IL Associates of Science in Marketing G.P.A 3.0

May 2009

WORK EXPERIENCE

Account Executive & New Hire Trainer

Martin Whalen Office Solutions

Channahon, IL

April 2014 – Present

Account Executive

- Analyze business's current work flow and suggest products and services based on data (Xerox Equipment)
- Maintain current customers
- Cold call businesses in person and via phone
- July 2014-Won contest for best Product Demonstration
- August 2014- Was moved to smallest territory to organically grow the western suburbs
- Grew above territory by 125% year to date
- Led commercial sales representatives at Channahon office for overall revenue in first quarter of 2015
- Xerox 7800 Series Product Champion
- Currently mentoring an inside sales representative to help move to outside sales
- Promoted to field sales trainer for all new sales hires

Jewelry Consultant

Bremer Jewelry

Bloomington,IL March 2

March 2013 - March 2014

- Consult new and existing clients on new trends and styles in both fashion and bridal jewelry resulting in over \$320,000 in retail sales
- Effectively communicated new brands and product lines to guests
- Effectively used social media to grow the Bremer brand throughout central and northern Illinois
- Tasked with meeting and exceeding sales goals on a monthly and quarterly basis
- Worked with the marketing team to spread the Bremer brand at various community events in the Bloomington-Normal area

Outside Sales Consultant

UniFirst Corporation Normal, IL June 2012 – March 2013

- · Consult and analyze corporate uniform and facility service programs
- Tasked with growing service territory in the Bloomington-Normal/Peoria area
- Ranked 7th in the region for phone call appointments set within UniFirst
- Responsible for writing long term uniform contracts with clients
- Tasked with building relationships as well as the UniFirst brand in central Illinois
- Contributed to helping over 1000 customers locally save up-to 30% on their annual uniform spend
- Increased territories weekly service by 5%

Public Relations Manager

Bill Smith Auto Urbana, IL Aug 2011 – June 2012

- Developed and implemented re-branding campaign for Bloomington, IL store
- Served as Advertising counsel to Vice President of Organization
- Worked with local media outlets to develop new advertising campaign for Bloomington, IL store
- Managed and updated all social media (Facebook, Twitter, and You tube)
- Developed monthly newsletter

Team Leader

United States Marine Corps Camp Pendleton, CA Oct 2003- Aug 2006

- Vehicle Captain during Operation Iraqi Freedom 2
- As Vehicle Captain had leadership of four Marines
- Deployed to Iraq as part of Operation Iraqi Freedom 2
- Received many medals and ribbons for service during OIF 2
- Developed and communicated training programs
- Ran day to day team operations
- Tasked with scheduling team members duty schedule

SKILLS

Proficient in: Microsoft Office Suite, Facebook, Twitter, YouTube, Instagram, Google Aps, LinkedIn

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Batavia Veterans of Foreign War Post 1197

• Post Adjutant

• Jr. Vice Commander

Naperville Chamber of Commerce

Oct 2014 – Present

Oct 2014 – Present

Naperville Chamber of Commerce Oct 2014 – Present
Public Relations Student Society of America Jan 2010- Jan 2011
Illinois State University Game Cheerleading Oct 2009- May 2012

• Co-Ed Team Captain

Relay for Life Illinois State University April 2010- Feb 2012

• Team Captain