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# NICK JACKSON

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## SALES MANAGEMENT PROFESSIONAL

Dynamic and personable sales professional with exceptional customer service skills acquired through a successful career of direct selling with a focus on home improvements. Experience building locations in new territories, heading up expansion for remodeling and solar companies, as well as franchise locations. Experience with bill collection and door-to-door sales during late teens proved to be a good base for future endeavors. Track record of successful sales growth and client development, earning national awards for sales performance. Strategic problem solver, effective at addressing and resolving diverse stakeholder issues effectively and efficiently.

Sales

Team Building

Closing Skills

Personnel Management

Interpersonal Skills

Communication Skills

Operational Efficiency

Process Improvement

Strategic Problem Solving

Property Management

Dispute Resolution

Sales Growth

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## PROFESSIONAL EXPERIENCE

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**INDEPENDENT CONTRACTOR**, Fort Myers, FL

Apr 2022 – Present

*Next Vision Consulting LLC*

Advise homeowners on reducing their energy costs through installation of solar power systems in partnership with Titan Solar Power, Florida Power Management, and SE Energy Solutions.

Developed a marketing & sales process for a medical device manufacturer that is currently in the process of gaining approval for insurance coverage for their revolutionary products, now known as Space Ice.

Refined sales training system & methodologies for Tough Turtle Turf, San Diego's Best Window Co., and Global Efficient Energy, resulting in improved conversion rates and increased revenue. Responsible for growing company average job size by 31%.

**REGIONAL SALES MANAGER**, Naples, FL

Dec 2020 – Apr 2022

*AC/DC Solar LLC*

Opened a new office out of Naples, in charge of the West Coast of Florida for a solar installation company with four locations.

Built a team of closers to close deals across the West Coast utilizing both in-person and remote presentations.

Responsible for nearly half of all deals company-wide once team was in place.

**FACTORY REPRESENTATIVE**, Naples, FL

May 2020 – Nov 2020

*NewSouth Window Solutions*

Performed in-home sales presentations for windows and doors, completing all measurements and closing deals as well as acquiring financing for customers.

Acquired additional customers through referral programs. Deal for 7 condos in one complex from single company lead after requesting meeting with association president.

**SALES COACH & DESIGNER**, Las Vegas, NV

May 2017 – Sept 2018

*Reborn Cabinets & Bath Solutions*

Prepared and delivered sales presentations to homeowners for kitchen and bathroom remodeling

Scheduled training sessions and submitted performance reports on given sales reps.

Attended sales calls and closed deals with new hires present to coach & demonstrate effectiveness of company sales system.

Closed \$2,000,000.00+ during time with the company, promoted to Sales Coach within four months.

## INDEPENDENT SALES

Jan 2012 – Dec 2015

Global Efficient Energy, Jun 2015-Dec 2015

Aging in Home Remodelers, Jan 2014-Jun 2015

L.J. Stone Co., Inc., Jan 2012-Dec 2012

Sold several home-improvement products across the country to clients of all walks of life. Built excellent client relationships, interfacing directly with consumers and meeting or exceeding expectations, responding to concerns promptly and effectively.

GEE - Closed deals implementing solar panels and other energy efficiency improvements based on home energy audits until office closed due to changes in state support for solar initiatives. Sold two largest jobs in the area and increased company average job size by 31% through reviewing packages offered with manager, demonstrating methodology for selling larger deals and guiding training and implementation company-wide.

AIHR - Managed sales in a four-state area, meeting and exceeding sales goals and earning awards for top 10 sales volume and regional product lines nationwide. Won national top sales award third month on job.

LJS - Cut my teeth on selling bathroom remodels, windows and sunrooms. Trained by Steve Davis to utilize Dave Yoho sales methodology, utilizing consultative selling approach. "The natural conclusion of a well-done presentation is closing the deal!" Salesman of the month first month on job.

**FRANCHISE MANAGER**, Fort Wayne, IN

Jan 2009 – Dec 2011

### *College Pro Painters*

Managed operations for painting services franchise, including scheduling jobs and ensuring that projects were completed accurately, promptly, and efficiently.

Scheduled and supervised 19 full-time employees, coordinating work-flow, prioritizing and delegating tasks, and motivating staff to achieve targets.

Achieved or exceeded sales targets and ensured high standards of customer service, earning Top Quality Award in 2009 and Success Award in 2010.

Built company brand image at new location as founding franchisee in Fort Wayne, IN.

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## EDUCATION & PROFICIENCY

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**Bachelor of Science in Economics**, 2012

Ball State University, Muncie, IN

**Associate of Arts**, 2011

Ball State University, Muncie, IN

**Proficiencies:** MS Office, LibreOffice, Google Docs, Salesforce, Zoho, LeadPerfection, Fluix, GoToMeeting, IE, Firefox, Chrome, Windows (95-11), Apple, Linux (Several Distributions), VMWare, PGP, C, C++, Python, Powershell, 3D Design, 3D Printing, General Computing & Electronics.

**Awards:** DECA E-Commerce Innovation Award, Salesman of the Month, National Top Sales Award, Top Quality Award, Success Award.