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Marketing, Sales, and Business Development Professional for Hospitality

Creating new opportunity and growing potential in the hospitality market channel.

Professional Profile:

I'm a well-known and well-regarded national marketing, business development, and sales management professional with a deep connection base of clients and sales reps and manufacturers in architecture, design, procurement, and hotels. I have a passion for networking, for the hospitality industry, for remodeling and new construction, and for good architecture and design. I'm also a huge fan of beautiful decorative lighting and I'm fanatical about good quality lighting for all types of interiors.

I bring more than a decade of experience selling furnishings and supplies into the hospitality, purchasing, and design industries. That follows a decade of leadership in marketing, public relations, inside sales, and customer service.

I've had to leave several truly sad financial situations since the great recession of 2008. Now I'm looking for a new opportunity to join a growing team to develop marketing & sales solutions appropriate for hotels, resorts, time shares, senior living, restaurants, and their related architecture and design and purchasing trades. The results I offer are: expanded company image and exposure, motivated sales teams, qualified leads, relevant quotations, happy customers, sales growth, and company growth.

Core Competencies:

- National Sales Management
- Key/National Accounts
- Well Connected Networker
- Consultative Sales
- Road Warrior Well Traveled
- Technology Savvy
- Marketing & Branding
- Trade Show Expert
- Entrepreneurial Spirit

Experienced in key aspects of:

- Sales and Sales Management, Prospecting, and Superior Customer Service
- Planning and Organizing
- Organizational Awareness
- Oral and Written Communication
- Analytical ability
- Interpersonal/Teamwork skills
- Mainframe, Mac, & PC software, Mobile & Tablet Apps, MSOffice Suite, Adobe Creative Suite

Professional Experience:

- Interior Image Group, Business Development Manager
- Complete Hospitality Solutions Inc, National Sales Manager
- Regal Art & Mirror Co, National Hospitality Sales Manager
- Volume International Inc., National Hospitality Sales Manager
- BadgerLite Company Inc., Marketing & Sales Manager
- AFX Corp. National Hospitality Sales Coordinator
- A.L.P. & Bill Brown Sales Co, National Sales Coordinator

Education:

Northern Illinois University, and MacCormac College

Professional Affiliations:

Intl Board of Directors, NEWH-Hospitality Industry Network, since 2004
Associate member of IESNA since 1990

References:

Detailed resume with exceptional industry and personal references available upon request.