

Francis J. Sandor
12108 Snowden Woods Road
Laurel, MD 20708
H: (301) 210-5221 C: (301) 775-0452
Email: fsandor@comcast.net

CAREER HISTORY & ACCOMPLISHMENTS

Wallquest, Inc.

Account Executive, January 2018 – March 2020

- With the merger of Seabrook Wallcoverings into Wallquest, territory and responsibilities remain the same as below. Geography now includes DC/MD/DE/Eastern VA. Experienced a 9.3% increase for 2019.

Seabrook Wallcoverings, Inc.

Account Executive, 2005 – 2018

- Territory includes Eastern Virginia, Washington DC, Maryland, Delaware, Central Pennsylvania and Central NY. Realized sales increases of a newly realigned territory in 2008 with an increase of 36.9% for 2009, 3.7% for 2011, and 6.9% for 2012.
- Resource to Architects, Designers, and Specifiers within the Hospitality and Healthcare, Education, Hospitality and Corporate sectors to create specifications.
- Develop new opportunities via creating and executing business planning.
- Introduce new products and integrate them into existing programs via lunch and learn seminars and breakfast seminars.
- Attend regional trade shows, networking opportunities, and learning seminars within the Hospitality and Health Care communities to further the company presence and personally develop my understanding of the industry.
- Develop, administer and present successful in-house client training programs.

FSC Wallcoverings, Inc.

Account Manager, 1999 – 2005

- Territory included Washington DC, Virginia, Eastern North Carolina, Maryland, Pennsylvania and Delaware.
- Created training & mentoring program for incoming sales representatives.
- Served as trainer and mentor to new sales representatives in various territories throughout the country.
- Developed and negotiated programs and discounts with larger clients that served as models used company-wide.

Imperial Home Décor Group

Account Manager, 1986 – 1999

- Territory included Washington DC, Northern Virginia, and Southern and DC Suburban Maryland.
- Created electronic sales recording and tracking programs for company use
- Developed and presented regularly scheduled “product use” seminars for clients
- Regularly received client accolades and corporate recognition for work “above and beyond” expectations

Seabrook Wallcoverings, Inc.

Operations Manager, 1981 – 1986

- Responsible for overall management of regional distribution center, including shipping and customer service activities.

EDUCATION

Bachelors of Science Degree in Public Affairs (1980)

- George Washington University, Washington, DC

MEMBERSHIPS

- NEWH, Washington DC Metropolitan Chapter Industry Member
- IIDA Charter Member
- ASID Industry Partner

AWARDS

- Regional Account Manager of the Year; 2001
- Outstanding Sales Performance Award; 1995

REFERENCES ARE AVAILABLE UPON REQUEST.