

J. STEVEN FAHEY

52-61 70th St
Maspeth, NY 11378
(917)-447-4132 * jfahey@aol.com

SALES IS NOT SOMETHING LEARNED, BUT AN INSTINCTIVE TALENT

SUMMARY

Highly motivated professional Sales Management/Sales Executive seeking to utilize my business acumen, skills and experience in a challenging environment.

AREAS OF EXPERTISE

Sales Management – Sales Executive – Communication – Decision Making – Leadership – Problem Solving – Relationship Building – ROI – Client Relations – Strategic Planning – Negotiation – Logistics – Critical Thinking – Product Management – Analytical – Training & Development – Highly connected

PROFESSIONAL EXPERIENCE

Summit Appliance – Director of Hospitality

2018-Present

- Director of Hospitality
- Implemented Registration and Quoting system with IT for commission accuracy
- Increased existing relationships with key FF & E, OS & E, management, procurement and purchasing accounts
- Hiring and training Independent sales team for the US market
- Travel domestically presenting Summit to existing and new procurement, purchasing, management, design, builder and architectural firms
- Developed commission structure and oversee all commission payments and legitimacy
- Increased product listings on distributor portals increasing business by 30%. HD Supply, Direct Supply, Transworld, and Sysco
- In charge of all growth and development for hospitality, assisted living, yachting, motor home and vacation rental industries
- Initiated connections and project specs for Wyndham Vacations, Marriott sectors of Candlewood and Fairfield Suites brand, Hilton Supply, (Homewood Suites) IHG, MGM, Caesars International, Host, along with Parker International, HBG Design, ILG vacations, HPG, Atlantic Purchasing, Summa International, Canoe, Creo, Carver and Assoc, Loews hotels, La Quinta, Neil Locke, Martin Stringfellow, Carroll Adams and many more.

Weiman Upholstery – National Sales Manager

2015 – 2017

- **Sales for 2017 42% increase** over 2016
- Oversee national sales team for Weiman upholstery, retail, design and hospitality
- Increased existing relationships with key design firms and account principals throughout the county
- Present Weiman product, customization and abilities to all accounts
- Follow through with hospitality quotes and closing of accounts
- Develop designer friendly sales binder and implemented quick ship fabric program
- Recruit and train new sales reps throughout the United States and a hospitality specific sales team, currently managing 18 sales reps
- Handle all Caribbean and South American accounts
- Travel both National and international presenting Weiman to all accounts, design, retail and contract / hospitality
- **Current sales up 500k** over previous year

Alinea - President

2013-2015

- Hired and trained complete national sales force. Managing 21 independent sales reps
- Created logistics tools to help expedite goods from the Indonesian factory to the US
- Developed enhanced sales tools, creating the ability for custom and signature design
- Developed a usable program for Web based companies
- Created a workable pricing tier for designers, stocking dealers and trade showrooms
- Developed and managed an in-house marketing strategy and program
- Negotiated, increased and secured space for both showrooms in High point and Las Vegas
- **Tripled the sales from June of 2013 to July of 2015**

Surya Rugs - National Sales Manager-Design

2012-2013

- Created a new sales division in the design and hospitality sector
- Completely staffed and trained a sales force catering to the interior design and hospitality world. Managed total of 32 Independent sales reps.
- Developed new training materials and sample programs
- Created a new pricing tiers for the design trade and trade showrooms
- Introduced the company to the first of many hospitality and purchasing agent firms.
- Initiated the company in key design organizations such as ASID and NEWH
- **Took a non-existing division from \$3million in sales to \$13 million in 12 months**
- Traveled the country extensively with the sales team promoting Surya

Selamat Designs - Vice President/National Sales Manager

2008-2012

- Hired and trained a complete National Sales Staff total 50 sales reps and 5 hospitality specific reps
- Developed new training materials for the sales staff for hospitality and contract accounts also adaptable to the design trade
- Created a stocking dealer program for design showrooms and larger retailers, such as Bloomingdales and Orvis
- Increased the hospitality accounts through major design firms and relationships such as Loews Hotels, Omni and Four Seasons
- Worked with all close out and on-line retailers

ONECOAST - Regional Vice President

2000-2008

Manage and direct 15 sales reps, 2 key account, 1 contract and design and 3 showroom personnel, selling home furnishing and home accessories from 42 different high-end manufacturers. Sales topping 25 million dollars in 2000.

- **Brought on board 10 new manufacturers, increasing our sales volume \$4 million dollars**
- Completed staffing of road reps to cover total territory and increase sales in both divisions.
- Coordinated all Markets, as in staffing, sales meetings and presentations, transportation and housing.
- Travel extensively throughout territory with sales reps for support, sales help, and product training.
- Develop and plan strategies and goals for year-end sales meeting and 2001
- Research potential manufacturers in Dallas, Atlanta, Los Angeles, Chicago, San Francisco and Highpoint for possible partnerships of sales reps and manufacturers.
- Submit bi-monthly payroll to Corporate office in Atlanta
- Review and analyze monthly, year to date and last year to date bookings and sales.
- **Increased personal sales goals by 235% on key catalog accounts**

EDUCATION

B.F.A., Drama and Speech, Illinois Wesleyan University, Bloomington, IL.