

Jeffrey Michael Rehmar
Laguna Niguel, CA
440.829.8397 • JeffRehmar@gmail.com

Proven sales executive with significant customer partnership experience and profit delivery with a Bachelor of Arts in International Development Economics. Having spent the last 7 years at Mill Distributors—I started as a sales trainee and developed into a senior sales executive with significant customer partnership experience and delivered consistent revenue & profit improvements.

Education

The Ohio State University

Bachelor of Arts Degree

Major: International Development Studies

Language Focus: Spanish

Minor: Economics

Relevant Classes: Economic Development, Introduction to Microeconomic Theory, Spanish Advanced Grammar, Spanish Pronunciation

Columbus, OH

Graduated June 2011

Professional Work Experience

Mill Distributors Inc.

Account Manager & Business Development

Aurora, OH & Phoenix, AZ

January 2013-Present

- Managed national accounts of \$3-\$5 million in annual revenue and increased new business annually.
- My accounts were 25% of total company revenue & 38% of total company profit.
- Networked with over 2000 franchisees within North America in person & over the phone
- Aided with company President with purchasing of goods from China and Mexico.
- Added to phone relationships with in person sales call at hotels how Mill's products could aid in their hotel renovation and increase their profits and sales.
- Maintained a sales closing rate of at least 63% with year over growth
- Leader in the industry

College Planning Network

Education Consultant

Beachwood, OH

October 2011-January 2013

- Served as the first point of contact from College Planning Network for 5-10 families per day. Each call lasted approximately one hour. I firmly believe my work and our company's help changed lives for the better.
- College Planning Network is the nation's largest college planning company.
- Conducted interviews with parents across the country discussing college planning for their children
- Advised families on how CPN's services matched with their needs, would be a match for success
- Consistently set and achieved daily, weekly, and monthly sales goals

Jeffrey Michael Rehmar
Laguna Niguel, CA
440.829.8397 • JeffRehmar@gmail.com

Community Development Experience

Ohio House of Representatives

Columbus, OH

Intern

March 2011-June 2011

- Provided constant support to Representative Carney's Legislative Aide
- Researched legislation
- Encouraged active constituent service support

Lee Fisher for Ohio, US Senate Campaign

Cleveland, OH

Summer Intern

June 2010-September 2010

- Participated in several community outreach programs
- Helped organize a fundraising event with Vice President Joe Biden

U.S. Department of Commerce, US Export Assistance Center

Cleveland, OH

Summer Intern

June 2009-September 2009

- Provided constant assistance to International Trade Specialists and their respective clients
- Encouraged a local company to attend a trade fair in Toronto, Canada
- Organized a conference call between the American Embassy's in Kaohsiung and Taipei; and ten universities in Ohio

Leadership Experience

Ohio State Racquetball Club

Columbus, OH

President

March 2008-March 2009

- Planned the annual sixty-participant intercollegiate racquetball tournament for four years at Ohio State with ten schools from the Midwest
- Organized club members to attend monthly tournaments & encouraged a successful trip to Intercollegiate Nationals in April 2010 and again in April 2011, helping the team to be ranked as the fifteenth best intercollegiate racquetball team in the country.

Language Skills

Spanish

- Studied intensely in high school and college
- Speaking: Intermediate
- Writing: Beginner
- Reading: Beginner