

BEA JO YERG
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CAREER OBJECTIVE

Seeking a challenging and responsible position where experience and education can be immediately utilized.

SUMMARY OF QUALIFICATIONS

Excellent communication, presentation, organization and customer relationships with strong attention to detail and follow through skills to execute plans and programs. Proven ability to hire, train, motivate, and empower exceptionally loyal sales teams that develop into top producers that regularly achieve corporate objectives. I have excellent time management skills and a strong ability to prioritize and manage multiple tasks. I have an entrepreneurial spirit with a transparent leadership style and hands-on approach to getting results and attaining goals. I am a persistent problem solver with a strong work ethic that is comfortable working independently. I am a consistently high performer that applies innovative and creative business building ideas. I have strong computer skills using Microsoft Office, Excel, and PowerPoint.

EDUCATION

Bachelor of Science Degree, Interior Design

Drexel University
Philadelphia, Pennsylvania

PROFESSIONAL HIGHLIGHTS

Premier Office Solutions ***VP of Sales***

Willow Grove, Pennsylvania

September 2017 - present

Responsible to achieve yearly sales plan for Herman Miller and all other designated brands in the Philadelphia marketplace. Create and implement yearly marketing plans for Architecture/Design, Customers, Real Estate brokers and Project Managers. Interact with sales reps daily to ensure they are sourcing new projects, meeting existing customer expectations and maximizing volume opportunities. Responsible to facilitate potential client presentations and participate in organizational marketplace activities.

Herman Miller ***Regional Sales Director***

Philadelphia, Pennsylvania

August 2009 - September 2017

Responsible to achieve Herman Miller yearly sales goals in the Philadelphia marketplace. Responsible to lead and train a team of individual sales representatives within an assigned territory to ensure securing new projects, maintaining client standards and volume opportunities are maximized. Ability to influence dealer decision makers at a local level to accomplish Herman Miller objectives. Assigned to Atlanta for a year as a temporary Regional Sales Director to help the team partner with the local dealer and to develop an internal bench strength prior to a new RSD being hired.

Knoll ***Sales Representative***

Philadelphia, Pennsylvania

September 1996 - June 2009

Responsible to achieve an individual yearly sales plans for Knoll Inc brands for the Philadelphia Region. Finished in the top 10% of sales each year. Required to source new projects through A/D, Facility Managers and customers. Supported customers with a global presence to establish standards, create consistent quality spaces and maximize their buying power. Partnered with corporate product teams to develop product application training and sales action plans. Participated on a team of top sales representatives from each region in the country to share knowledge and create winning sales strategies on large opportunities.

Steelcase

Grand Rapids/Phila., Pennsylvania

July 1986 – September 1996

Marketing, Training, A/D Representative

My career at Steelcase started in Grand Rapids as a part of marketing. Responsible for any marketing piece that would be directed at architects or designers. Steelcase was working to create a more understanding and better engaged brand. I then became a part of the national accounts team, because of my design background, I worked with customers to create national standards programs. After that assignment I was relocated back to the Philadelphia marketplace, initial two- year responsibility in the field was as a product and skill trainer for new dealer sales representatives. Final five- year opportunity in the Philadelphia market was to grow sales through the A/D community and build loyal relationships.

Space Design

Philadelphia, Pennsylvania

September 1983 – July 1986

Project Designer / Lead Designer

Responsible for the execution of multiple large projects throughout the design process, approximately 100,000 sq. ft. Projects included the phases of programming, block planning, schematic design, space planning, construction documentation, furniture procurement, project management and final furniture installation. Became lead space planner of modular office furniture, during the divestiture of AT&T. Supported other designers learning how to space plan with modular furniture.

Kling Partnership

Philadelphia, Pennsylvania

June 1978 – September 1983

Intern / Project Designer

Started as an intern while a student at Drexel University Interior Design program, was hired full time after graduation. Responsible for multiple portions of the design process, including creating millwork documents and modular furniture bid packages. Responsible to create an inventory of six existing buildings at Philadelphia Community College, determine what would be disposed and the reallocation of the remaining product to the newly designed main building. Responsible for the inventory of existing Herman Miller Action Office furniture and redeployment of workstations at the new Criticon headquarters.