

STEVEN P. BELL
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OBJECTIVE

An Executive/Sales position in Account Management focusing on Customer, People and Territory Development.

EXPERIENCE

2010 - Present 4ANGELSCORP Website: 4angelscorp.com

Subway Resturant Owner & Operator

4ANGELSCORP was founded in 2010. Our Company has grown initially from one Subway Store in 2010 to five stores in a three years. Annual sales are 2.2 million dollars, with double-digit sales growth in 2010, 2011 and 2012 outpacing the markets 3 to 6% growth rate.

Job responsibilities include:

Sales Forecasting, Bookkeeping, Financial Analysis & Accounting, Store Leases, Lease Renewals, New Store Procurement/Development, Hiring, HR, Training, General Manager, Store Manager and Employee development.

1993 - Present 354 design Website: 354design.com

Founder & Owner

354 design was founded in 1993. We're an Internet Web Design Company focusing on HTML, CSS, Bootstrap, JavaScript, and light backend web development. My company builds creative web presences that are responsive and viewable on all the devices we incorporate into our lives on a daily basis. In 1996, 354 design had a client base of 75 companies and in two short years we were working with over 150 companies. Our work has been featured on the following national television shows; NBC Today Show, WNBC - New York, Martha Stewart Show, The Doctors Show and FOX News.

Coding Skills: HTML, CSS, BOOTSTRAP, and JQUERY & JAVASCRIPT.

Software Proficiency: Adobe Dreamweaver, Photoshop, Illustrator, Premiere, After Effects, Flash and InDesign.

1991 - 1994 London International

Area Sales/Broker Manager

Sales, Marketing and Distribution of London International Consumer Products. Product line included Pregnancy, Ovulation kits and Contraceptives. I covered four states, managed seven Brokerage Companies and was responsible for six million dollars in annual sales.

Key Accounts: Costco, Fred Meyer, Safeway, Lucky Stores, Raley's, Haggens Food, Payless, WinCo, Longs Drug, Unified Grocers, Associated Grocers and Food 4 Less.

- Ranked #2 Nationwide Sales vs. Quota 1993
- Runner-up Area Sales Manager of the Year 1993
- Ranked #3 Nationwide Sales vs. Quota 1992

1987 - 1991 Colgate Palmolive Company

Key Account Manager

Sales, Marketing and Distribution of Colgate Palmolive Products. Product line included Colgate Toothpaste, Toothbrushes, Mouthwash, Oral Care and Package Soap products.

Key Accounts: Safeway, Lucky Stores, Raley's, Longs Drug, and Fleming Wholesale.

- Ranked #1 KAM in West Coast Region Sales vs. Quota in 1991.
- Won Three Regional Sales Contests in 1991.
- Winner Circle Award – Top 10% KAM Sales vs. Quota 1991.
- Silver Circle Award – Top 30% KAM Sales vs. Quota in 1990.

1986 - 1987 Sales Mark Company

Sales Representative

Accounts: Skaggs Albertsons, Kroger and Independent Grocery Stores.

- Sold the largest promotional territory Elvis Presley Shampoo displays in the US. Shipped 425 Case Display to six Skaggs Albertson Grocery Stores.
- Won Duracell Battery Shipment Contest in 1986 & 1987. Shipped 55 Displays per store resulting in a 40% increase in sales versus last year.
- Won Sales Mark Sales Representative of the Year in 1987.

1985 - 1987 SAJ Distributing

Sales Representative

- Retail Food and Drug store responsibility. Selling seasonal promotional products and new account development.
- Sales Territory included Central and Southern Arkansas and Northern Louisiana.

EDUCATION

1985 - University of Central Arkansas

- BS Marketing with an emphasis in Accounting

INTERESTS

Running, Biking, Cooking and a avid Wine Collector.