

Pete Weaver

405 Wren Court
Mechanicsburg, PA 17050

717-576-8127
pweaver51@hotmail.com

OBJECTIVE

A sales/marketing position where I can expand on my prior work experience to help the company grow, profit, and become the industry leader.

SUMMARY

Over 5 years professional experience in videoconference production/client support and management of a multi-million dollar self storage/retail operation focusing on increasing brand and community awareness through grassroots marketing, networking and sales efforts. Separated myself from competitors by providing superior customer service, hosting onsite community events and being active in local Chambers of Commerce. Excel at relationship building with customers and non-customers and controlling expenses to maintain profitability. BA in Communication/Journalism from Shippensburg University. Trustworthy, honest, strong written and verbal communication skills with a burning desire for greatness.

EMPLOYMENT HISTORY

Space Mart Self Storage Mechanicsburg, PA Jan. 2007-Apr. 2010
Resident Manager

- Increase brand and name recognition through professional networking, involvement in Chambers of Commerce, and external marketing efforts which included at least 15 cold calls per week.
- Helped to increase customer loyalty by developing content, writing and publishing monthly e-newsletter sent to 400+ customers along with business associates.
- Consistently scored greater than 90% on telephone sales evaluations. Company standard is 80%.
- Maintain collections and customer delinquency below company standard of less than 7%, the best rate of the company's nine facilities.
- Oversee proper employee scheduling, reconcile cash drawer, banking and daily deposits along with all other administrative duties such as weekly and monthly reporting.
- Develop, plan and coordinate onsite events- charity car washes, blood drives, etc.- to bring community awareness to the facility.
- Write targeted sales letters and marketing campaigns to local professional offices and businesses.

CCR Quality Customs Mechanicsburg, PA Nov. 2002-Jan. 2007
Lead Carpenter

- Led crew of up to 5 laborers/carpenters on new residential building projects. Focused on framing and roofing of single family homes and townhomes. Ability to read and interpret building blueprints to ensure project built to specifications.

V-SPAN, Inc. King of Prussia, PA Sept. 2000-Oct. 2002
Managed Conference Services/Conference Producer

- Work directly with clients to schedule, coordinate and implement successful video conferences with dozens of sites (40+) around the nation, and globally. Often large corporate events such as sales trainings and meetings, new product launches, CEO presentations, etc. I was a single point of contact for the customer.
- Organize third party vendors as needed to develop content, programs, and distribution of content to all video sites.
- Focus on providing excellent service to all internal and external customers to minimize any problems or complaints, ensuring successful events.
- Assist sales force in demonstrating V-SPAN capabilities to new and prospective clients, focusing on the value my department added to client conferences.

EDUCATION

BA Communications/Journalism
Shippensburg University

PROFESSIONAL/COMMUNITY ACTIVITIES

Central Penn Networking Group (CPNG)- Professional referral/lead exchange group
Member since 2008, Board Member since 2009

The Rich Lichtel Memorial Fund- non-profit charity organization
Board/Committee Member since 2008

Junior Achievement volunteer
Teach third grade JA curriculum at Rossmoyne Elementary School