

Lee Hoskins

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Remote Sales Manager | Revenue Growth | Team Leadership

Professional Summary

Sales leader with 15+ years of experience driving revenue growth across industrial and B2B markets. Proven success managing remote sales teams, improving pipeline performance, and developing strategic customer relationships across North America.

Ponderosa Investments (Sales Manager)

- Scaled company revenue from \$10M to \$15M within four years.
- Increased customer retention 25% and average ticket value 50%.
- Managed multi-channel digital marketing including Google Ads, Yelp, Angi, YouTube, Facebook and TikTok.

Shell Oil Company (Regional Sales Manager)

- Managed remote sales force of 10+ people across North America.
- Oversaw \$30M in annual revenue.
- Grew revenue by 8% annually for 5 years during a down/mature market.

ExxonMobil (Sales Engineer)

- Grew revenue in territory from \$16M to \$24M in three years.
- Delivered customer value of \$6M+.

Education

- MBA – Business Management (Marketing), UC Berkeley Haas School of Business
- BS – Mechanical Engineering (Statistics), Brigham Young University