

KEN HILDERBRAND

* SALES EXPERIENCE *

Real Estate Broker/Owner: New Day Realty, Inc. > Columbus, IN

Investor/Rehabber/Landlord: > Columbus, IN

Home Builder Representative: New Day Realty, Inc. > Columbus, IN

Mortgage Loan Officer: Fifth Third Bank, > Indianapolis, IN

Real Estate Leasing Consultant: Muesing Property Management, Inc. > Indianapolis, IN

Business to Business

Regional Dealer Sales Manager: 3M Company/Visual Products Division > Boston MA

Key Accounts Sales Manager: 3M Company/Visual Products Division > Chicago, IL

Area Territory Sales Supervisor: Lanier Business Products > Orlando, FLA

PUBLISHING

National Advertising Sales Manager: MacWorld Magazine > San Francisco, CA

Regional Sales Manager: International Data Group/PC World Magazine > Boston MA

District Sales Manager: McGraw Hill Publishing/Popular Computer Magazine > Boston, MA

PERSONAL SKILLS & TRAITS

CHECK for the qualities you look for in your top Producers...

Relationship Building

Personable Consultative Sales Approach

Curiosity leading to asking the right questions

Laser Focused on Productivity and Results

Coachable; Eager to build my success by learning from my Manager and Peers

Recognize the value of following Sales Scripts

Incentive driven and competitive

Responsible and accountable

ASK... I'll be happy to relate how each of the above have contributed to my success

EDUCATION

Greenville University, Greenville IL 62246

Bachelor of Arts; Business Administration/Accounting/Finance