

Steven McCullough

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**OBJECTIVE:**

To obtain a responsible, challenging, and rewarding position in the sales arena, so that I may expand upon the competencies learned in current and previous positions, applying those techniques to career outside of that to a full-time, permanent post, and contribute to the financial development of the company.

**EXPERIENCE:**

1/2009-current: SingleSource Roofing and Solar Corporation....

Sales Executive/Business Development Manager

sold commercial and industrial roofing and software platforms to C-level employees, property managers, project directors, and the like

Salesman of the Month in February and March of 2010

Consistently performed at or above quota

1/2008-12/2008: ServiceMaster, Inc.

Senior Territory Account Manager (Inside and Outside)

sold horticultural products to commercial and residential accounts in the Pittsburgh area

Consistently at or above quota

6/2006-06/2007: The Apollo Group, Inc.

Student Sales & Recruitment Enrollment Advisor....Inside & Outside Sales Manager

Sales of degree programs to non-traditional students (salary only)--part time

1/2005-01/2008: MSN, Inc. Marketing Support Network.....

Sales Executive (B2B---full-time contract basis)....sold SaaS SEO and SEM advertising software programs to Fortune 500 concerns and law practices

Phone-based sales to businesses and law practices on an outsourced basis

Consistently at or above quota

8/1997 - 12/2004 Flood Zone Determination Services, CBC Companies Carnegie, Pennsylvania

Geographical Researcher

Computerized mapping (GIS)

06/1991-08/1993. Pizza Hut Inc. Washington, PA Swing Manager/Delivery Driver

EDUCATION:

Bachelors Degree (BS)

5/1997 California University of Pennsylvania US-Pennsylvania-California

Bachelors Degree

Bachelors Degree in Geography with an emphasis in Travel/Tourism and Hospitality Management

Minor in Business

5/1996 - Present Gamma Theta Upsilon Honorary Geography Fraternity Paying member

SKILLS: Skill Name Skill Level Last Used/Experience

Microsoft Access/Office Suite Intermediate Currently used/5 years

ArcView/ArcInfo/ArcGIS8/IMS (ESRI Products)

MapInfo

MapExpert

MapMarker

Geographic Data Technology

Street Atlas USA

DynaMap2000

TopoMaps/Orthophotos

Internet (HTML)

ACT! Salesforce.com; Goldmine CRM

COGNOS familiarity

WebEx knowledge

ERDAS (elementary)

Limited surveying/CADD experience (willing to learn skills)

Expert Currently used/10 years

BASIC Computer language

Apollo/Sabre/System One/Worldspan CRS

Sales skills--Prospecting, cold-calling, telemarketing, presentation, negotiation, closing, follow-up

Experience in short, medium, and long-range sales cycles

Willingness to learn ALL aspects of the Industry....and build business

Entrepreneurial spirit and attitude

Sandler Submarine Sales Training

LANGUAGES: Languages Proficiency Level

Spanish Conversational - Limited

REFERENCES: UPON REQUEST

