

# Joshua J. Long

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## OBJECTIVE:

A hardworking and ethical professional with seven years work experience and three years of profitable management experience prepared to relocate and make valuable contributions in the areas of human resources, business and healthcare management, and/or marketing.

## PROFESSIONAL SUMMARY:

- Effective and profitable leadership
- Skilled in electronic business communication
- Ability to visualize concepts and results
- Delegate responsibilities and review performance
- Utilize and encourage technology in all aspects of business
- Analyze quantitative, physical, and/or scientific data
- Compile data and apply statistical analysis
- Create computer-generated charts and graphs for presentations
- Plan, appraise and analyze costs
- Skilled in effective sales and marketing
- Proven verbal/written communication and presentation skills
- Facilitate conflict management
- Envision future and lead change

## EDUCATION:

11/07 **Malone University** Canton, Ohio  
*Bachelor of Arts Degree: Business Management*

## RELEVANT EXPERIENCE:

9/09 – 6/10 **Environments 4 Business** Akron, Ohio  
*Account Manager*

- Built relationships with businesses and analytically developed office layouts to meet their needs
- Marketed HNI Corporate products to a sixteen county region
- Developed strategic marketing plans to gain new contacts and new alliances
- Coordinated business trade showcase and aligned with vendors to reduce company cost
- Mastered state and federal government buying contracts

8/07 – 2/09 **Morris Office Environments** N. Canton, Ohio  
*Sales Consultant*

- Built relationships with businesses and analytically developed office layouts to meet the business's needs
- Marketed Steelcase product to a ten county region
- Met and exceeded sales goals given by management in new business sales

4/07 – 8/07 **Dillard's, Incorporated** Niles, Ohio  
*Visual Sales Manager*

7/06 – 4/07 **Sears Holding Company** Canton, Ohio  
*Lands' End/Customer Experience Manager*

- Launched Lands' End Shop into the existing Sears store
- Marketed the Lands' End brand to outside companies for their alliances
- Recruited, interviewed, and hired associates
- Effectively supervised and trained over one-hundred fifty store employees in all aspects of customer service
- Mentored associates in technological ways to increase sales by using the internet and other computer capabilities
- Encouraged exceptional customer service in all aspects of the store, and evaluated them based on performance
- Demonstrated triple digit sales increases over the corporately planned goal in the seven areas of the Lands' End shop
- Maintained ranking in the top twenty Lands' End shops in the nation in net volume sales

## PROFESSIONAL DEVELOPMENT:

8/08	Steelcase Product and Sales Training	Heritage Dealer Conference	Mansfield, OH
9/06	Sales Management Development Seminar	Sears/ Lands' End	Cleveland, OH
4/06	Property and Casualty Insurance Training	Hondros College	Uniontown, OH
7/05	Life and Health Insurance Training	Hondros College	Uniontown, OH