

# Kenneth LeBlanc

1409A Ebers St.  
San Diego, CA 92107  
619-247-7549  
[kennyleblanc47@gmail.com](mailto:kennyleblanc47@gmail.com)

## Objective

My objective is to be hired and use proven management and/or marketing and sales skills. I have 20 plus years in sales and 10 years management experience.

## Qualifications and Skills

- Communicates effectively with internal colleagues, clients, and vendors
- Seasoned operations and sales/marketing professional with face to face and telesales experience
- Able to prepare and effectively communicate customized sales presentations
- Direct and consultative sales experience with small and large businesses
- Experience in multiple CRM applications.
- Strong background in customer service.
- Professional appearance with a friendly accommodating and confident demeanor

## Professional Experience

### ***Territory Manager, Reis and Irvys,*** September 2017 -October 2018 – San Diego CA

- Successfully partnered with high traffic locations to leverage existing foot traffic for additional profit.
- Contracted with hospitals, universities and airports to use our services.
- Top performer who consistently meets quotas

### ***Business Consulting, Independent,*** February 2012 – August 2017 San Diego CA

- Worked to help local businesses reach their objective through creative financing.

### ***Sales Director, Fast Testing & Inspection,*** August 2011 – October 2012, Houma, LA

- ***Results – Increased annual sales from \$120,000 to \$2,400,000 in 15 months:***
- Contacted clients and prospects to establish relationship and identify needs
- Prepared need based solutions through need analysis and product knowledge
- Facilitated and implemented a sales strategy by partnering with competitors to offer broader services to accommodate client total needs, increasing annual sales by 20 times over a 12 month period
- Demonstrated solid account management capabilities with continued client patronage with small shops and large conglomerates like GE, Halliburton, and Schlumberger

### ***New Territory Sales, Farmer Fresh Produce,*** June 2010 - August 2011, Houma, LA

- ***Results – Increased annual sales from \$120,000 to \$1,400,000 in 1 year and 2 months:***
- Identified ways to serve prospects needs more efficiently
- Created a marketing plan increasing sales from \$5,000 gross monthly to over \$100,000 gross monthly
- Strengthened existing client relationships through timely visits and continued correspondence
- Maintained highest standards of customer service retaining a high percentage of acquired customers

### ***CEO, LeBlanc Insurance Brokers,*** January 2000 – June 2010, San Diego CA

- ***Results – Grew sales from 0 to \$4,000,000 a year in 4 years:***
- Customized database facilitating an easier and a more efficient method for price quoting
- Established relationships with new vendors to offer more competitive products
- Developed pitch and trained successful lead producers and sales team to convert 10% of total market
- Maintained high renewal percentage meeting and exceeding customer expectations