

Jeffrey W. Jacobs
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Experienced Industrial Sales and Transportation Professional

Meets and exceeds expectations
Award-winning relationship developer
sale
Proven sales leader in OEM environments
specialist

Quality and results driven professional
Bone-deep belief in service after the

New markets and product expansion

PROFESSIONAL EXPERIENCE

Eaton Corporation Richmond, Kentucky

January 2005-June 2016

Roadranger Field Marketing/Service Manager/Sales & Service Representative

Sales and Service for Fortune 500 diversified International Corporation and industry leader in the vehicle division

Accomplishments

- Earned the **Achieving Conspicuous Excellence** Award(ACE), the highest sales recognition at Eaton for 2013 and 2015
- Named top sales person for re-manufactured transmissions and parts for the Southeast Region, 2015-2016
- Sold and oversaw installation of 146 Eaton Hybrid Transmissions in school busses in KY as a part of \$13 million sustainable energy grant
- Led region in selling on-going training services and never cancelled a class due to attendance

Sales & Service

- Effectively managed relationships and created new business in three different territories in eleven years
- Oversaw and executed high-volume sales accounts and customer relationships in excess of \$7.3 million annually
- Well-versed in multiple product lines, manufacturers and competitors and highly familiar with truck spec-outs, drive-lines, clutches, diesel engines, hybrids, transmission and after-markets

Clarke Detroit Diesel Henderson, Kentucky

March 1994-June 2004

Territory Sales Manager

Sales and Service for a growing heavy vehicle sales and service provider

Accomplishments

- Doubled sales for the Series 60 Engine in Kentucky/Indiana territory in 10 years
- Significantly increased sales of Allison Transmissions and developed lasting business relationships
- Organized customer tours of engine and transmission plants in Detroit, MI to focus on product quality and confidence

EDUCATION

University of Evansville Evansville, Indiana

Bachelor of Science Business of Administration