

Christopher Vigil

220 Jade Cove Circle
Roswell, GA 30075
Phone (678) 777-4195

Email: Christopher@christophervigil.net
Web: <http://www.christophervigil.net>

OBJECTIVE: To obtain a position as a leader in sales and account management in a competitive and challenging environment

QUALIFICATIONS

- Highly competitive, self-motivated, and goal-oriented
- Possesses proficient oral and written communication skills supported by extensive technology experience
- Strong ability to up-sale to new and existing clients and determine needs of customers prior to offering product solutions
- Welcomes challenges with an organizational management style and an enthusiastic attitude
- Experienced in giving presentations in versatile environments
- Utilizes leadership and team building skills to create motivational sales drive
- Focused on long term planning of business position

EDUCATION

- 2004-2008 Bachelor of Arts, [Franciscan University of Steubenville](#)
- 1999-2002 Electrical Engineering, [Georgia Institute of Technology](#)

RELATED EMPLOYMENT

- 2008-Current Account Manager / Director Of Communication and Technology, Laarhoven Design, Inc.
- Manage local and national dealers grossing a total of \$1.29 million annually in sales, comprising 28% of company revenues
 - Administer all web development and new media using the Internet as primary marketing tool (<http://www.laarhovendesign.com>)
 - Conceptualize strategic planning of all email marketing campaigns and of company and unbranded marketing collateral
 - Created, implemented and presented an ongoing webinar program to reduce sales cost and create a more competitive market
 - Institute a strategic plan for International Research and Development of new products dealing with vendors in China, Korea, Australia, Belgium, Malaysia and the Netherlands
 - Traveled to China and Belgium to work directly with vendors on product development
 - Manage all IT and company ISS Infrastructure
 - Qualify and process adding of new dealers in order to create new business opportunities
 - Organize annual primary corporate exhibition and sales events: Dealer Training, Exhibitor and TS2

- Project manage the implementation of new products focusing on product positioning
- Collaborate with upper management team to create corporate vision and business development for new sales goals

2008

Account Manager / Inside Sales, Maximus Group

- Created a selling process to a specific and unique clientele
- Created a database system for managing customers (CRM)

2003-2004

Accountant/Network Technician, Merchants Walk Wellness Center

- Handled insurance billing and patient account management
- Transitioned office to Windows XP Professional environment
- Increased job productivity by implementing new office processes

1999-2002

Sales Associate, Tandy Corporation- Radio Shack

- 14th in Regional Sales after 2 months
- 1st in Part Time Regional Sales while a student

VOLUNTEER and SECONDARY EMPLOYMENT

2008-Current Music Director / Band Leader, Cathedral of Christ the King Life Teen Band

- Manage and recruit paid and volunteer musicians to create a contemporary rock band which performs weekly
- Organize and select music to create a repertoire of over 250 songs
- Lead singer and primary guitarist

2004-Current Owner, Vigil & Associates

- Create websites for private business and non-profit organizations
 - www.cherokeefmo.info
 - www.sandt.org
 - www.stjohnsteens.com
 - www.sacredheartcenter.org
- Manage rental property

2001-Current IT Director, Spirit and Truth Adoration Communities, LLC (Volunteer)

- Co-founded three nationally associated communities in Georgia and Ohio
- Manage all IT and product sales through website

SPECIFIC SKILLS

Productivity:

Microsoft Office 2011
 Apple iWork '09
 Adobe Illustrator
 Adobe InDesign
 SketchUp 7
 Filemaker

Operating Systems:

Linux
 OSX
 Windows 7
 Android
 Windows Server

Web Development:

Joomla
 Wordpress
 PHP
 HTML
 FTP