

Jack Smink
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Merritt Island, Florida 32953
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321-604-0531

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Professional Summary and Introduction

Objective

Election by the public to the Brevard County Board of County Commissioners

Skill Sets

- Motivated – relishes opportunities that are challenging
- Possesses excellent communication skills
- Ability to function effectively in a semi-autonomous fashion
- Extensive network of local contacts
- Ability to quickly and efficiently identify and establish a network of internal and external contacts
- Possesses strong negotiation and problem solving skills
- Possesses strong personnel management and personnel productivity skills
- Possess strong motivational skills

With strong communication skills, please allow me to note that one of my greatest strengths is to build relationships within and outside organizations.

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PROFESSIONAL INTRODUCTION AND SUMMARY

A highly professional and experienced Sales Manager, skilled at developing successful sales teams, identifying new market territories, gaining market share, and maintaining product profitability.

Lightning Strikes Twice Productions		Merritt Island, Florida
PROFESSIONAL EXPERIENCE:		
June 2015 to Present	Independent Sales representative	
1999-2015	Owned and Operated self-contained international production/musical entertainment company specializing in large venues, theaters, dinner shows, trade shows, special events, non-profit benefit shows.	
	Responsibilities include:	
	<ul style="list-style-type: none"> ■ Personnel management 	<ul style="list-style-type: none"> ■ Management and organization of staff, 14-piece band, volunteers, sound and lighting, both union and non-union members
	<ul style="list-style-type: none"> ■ Productivity and development of branding 	<ul style="list-style-type: none"> ■ Identify territorial demographics and maximizing strategic saturation of the market share
	<ul style="list-style-type: none"> ■ Production of shows 	<ul style="list-style-type: none"> ■ Organizing and contributing to all concepts of LST branding, website advertising, merchandising, and show.
	<ul style="list-style-type: none"> ■ Negotiating contracts for shows ■ Establishing ticket pricing or show package prices ■ Rental of venues ■ Advertising ■ Employee contracts for staff and band ■ Sub-contract Sound and lighting ■ Overseeing website construction and maintenance ■ Production, distribution, and sales of merchandise ■ Soliciting sponsors for advertising dollars with local businesses and investors ■ 	<ul style="list-style-type: none"> ■ Promotion: Utilizing direct mail, internet mail, various forms of media (radio, TV, newspaper, magazines), roadside billboards, flyer distribution
2009	Member, Indialantic Rotary	

2010	Elected to the Brevard County Parks and Recreation Board of Directors
2012	Member, Rockledge Rotary

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PROFESSIONAL EXPERIENCE:

1983 - 1989 SMINK PAINTING - ROCKLEDGE, FLORIDA (EST. 1947)
and THIRD GENERATION PAINTING CONTRACTOR

1999 - 2002 Owned and operated third generation professional painting contracting company. Managed 15 painters on three crews. Contracts varied from small home painting to large governmental/industrial projects. Responsibilities included:

- Personnel Management and Personnel Productivity
- Estimating from take-offs
- Payroll/taxes
- Price Negotiations
- Fleet Management
- Accounts Payable and Accounts Receivable
- Bid Specifications
- Advertising
- Scheduling
- Conflict Resolution
- Quality Control
- Blueprint Interpretation

1997 - 1999 DURON PAINT AND WALLCOVERING, INC.
BELTSVILLE, MARYLAND
DEALER SALES MANAGER, FLORIDA

Work with existing dealers, assisting them to drive new business into their stores. Assist dealers with support and knowledge of gross profit focus enabling them to develop more profit with existing business.

Research Florida market and assist Duron in identifying and developing a market plan for Florida.

1989 - 1997 RICHARDS PAINT MANUFACTURING COMPANY, INC.

ROCKLEDGE, FLORIDA

1989-1991 - Sales Representative

1991-1992 - Dealer/Contractor Representative

1992 - 1997 - Commercial Sales Manager

Managed three to six staff and sales force for five years in local, statewide and regional sales efforts. Efforts successful in the following representative areas:

- Establishment of sales quotas
- Store Promotionals
- Contractor Sales, Dealer Sales
- Condominium Sales
- Motel/Hotel Sales, Government Sales
- NDPA Spring Shows, PDCA Shows
- MiaCon Export Shows, HBCA Fall Home Expos
- Training of Sales Force
- New Account Setups
- Architectural Sales
- NHMA Association
- Chamber of Commerce Expos
- Export Sales
- Personnel Management
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APPLICABLE EXPERIENCE:

- Trade Show Presentations and Lectures
- Board Member of the Home Builder's Contractor's Association 1994
- Certified by:
 - Paint Quality Institute
 - Coating Technology Institute