



PROFILE

An experienced sales leader and mentor seeking a company that values both my work ethic and wide range of diverse talents. I believe that being a successful leader is to never stop learning about new sales techniques, industry news, and how my products offer a creative solution to a problem. Believing in product knowledge and knowing my customers and clients is the cornerstone of my success in sales, as well as being able to act as a subject-matter-expert for many different industries I have had the pleasure of working in.

CONTACT

PHONE:
(480) 729-0474

WEBSITE:
www.DanKhuu.com

EMAIL:
Dan@DanKhuu.com

HOBBIES

Photography / Videography
Website Building (HTML & Wordpress)
Computer System Building
Social Media Management
Writing & Content Generation

DAN KHUU

EXPERIENCED SALES & MARKETING LEADER

EDUCATION

Auburn University

08/1993 – 11/1997

BA – Communications / Minor: Chemistry

Graduated GPA: 3.83 | University Newspaper Editor-in-Chief and Design Editor (1995-96) | Student Government Supreme Court Justice (1995-1997)

Writer/Columnist – the AUMnibus (1994-1995)

CAREER HIGHLIGHTS

Marketsource – Field Operations Manager

March 2015–August 2018

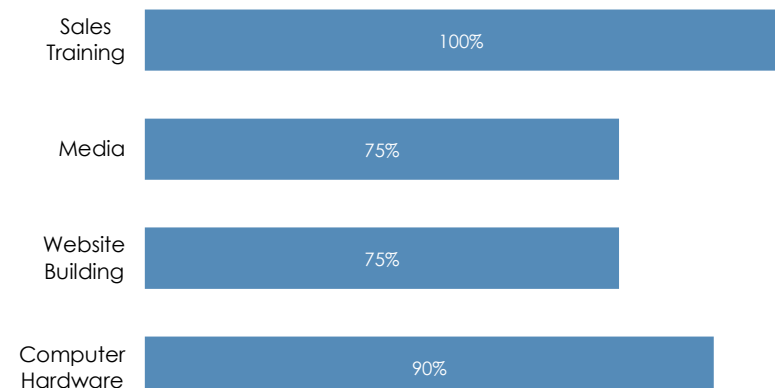
Managed teams for several clients, including managing over 120+ in 17 different geographic regions. Responsibilities included interviewing, hiring, onboarding, training, and mentoring all levels of employees.

Integrated Marketing Services – DIRECTV Field Regional Manager

December 2009 – March 2013

Supported Local & Strategic Partners (LSP) Channel of DIRECTV dealers and retailers in a 12-state region. Required knowledge of constantly changing sales environments, partner programming, and promotions.

SKILLS



AWARDS & RECOGNITION

20+ years of Marketing and Retail Sales Experience

12 of 14 Market Sales Managers ranked in the top 100 out of 300 total MSMs, with the remaining 2 ranked MSMs in the top 150 Regional Manager of the Quarter as part of the DIRECTV support program (Q3 2009, Q4 2009, Q2 2010, Q4 2010, Q1-Q4 2011, Q1-Q3 2012)

Maintained position within top 5% of customer service satisfaction scores in Chat Support and was consistently in the top 5 in sales Created sales aggregation tools that assisted reporting and created new process flows used to track performance, sales, and visit compliance for LG Mobile and Alcatel

Improved market sales and event promotion sales from 27th to 5th (out of 35 markets) via market visits and store trainings from 2003 – 2007

ADDITIONAL WORK EXPERIENCE

AT&T – Integrated Solutions Consultant (IHX)

July 2018 – July 2019

Assisted customers with selection and activation of wireless service during customer requested Service or New Installation appointments for DIRECTV.

Maintained excellent product knowledge and promotion timetable in order to provide the best solution(s) for both residential and commercial customers.

2020 Companies – Field Marketing Manager

January 2014–March 2015

Managed marketing efforts for Samsung Mobile Electronics group, specializing in wireless technology.

Managed a territory of 30 stores within the Phoenix metropolitan area.

Created sales incentives for both national and regional retailers.

GoDaddy - Chat Support Specialist

March 2013–January 2014

Assisted with customer issues via chat. Also required account evaluation for new and existing customers.

Consistently in top 5 (out of 90) in Customer Service Scores and overall sales.

Promoted within my 9-month tenure with the company.

Integrated Marketing Services – DIRECTV Regional Manager

December 2009–March 2013

SME for programming packages, channels, technology serving corporate employees and retail partners.

REFERENCES

Steve Mendoza – Retail Assistant Manager. AT&T Wireless
(623) 330-2398

Brandon Enriquez – Owner, Craig's Pool Care
(480) 430-0227 | Brandon@craigspoolcareinc.com

Jon Gamarra – Finance Coordinator, Ryan University
(480) 794-0964