

NICK R. QUARANTA

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SALES EXECUTIVE

As an experienced senior sales executive I have successfully transformed product concepts into profitable multi channel distribution platforms. My strategic insight, management and execution abilities extend across all elements from start up through established business, retail, wholesale and e-commerce brands. I'm a strategic cultural change leader with over 25 years of experience in sales, sales management with a proven record of sales growth, profitability and new business development.

SELECTED HIGHLIGHTS

- √ Recognized for driving profitability and elevating sales staff to peak performance.
- √ Opened National Key Accounts and developed relationships with upper management to increase sales and gained real estate positioning in stores.
- √ My experience has given me firsthand knowledge and several different perspectives on the most efficient and effective way to run a sales division.
- √ At my current position as VP of Sales I have managed the growth of a start up division in June 2010 to six and half million in sales in June of 2014 and projected sales of ten million in May of 2015.

Core Competencies Include:

- Turnaround Assessment
- Sales Accountability
- Peak Performance Coaching
- Rapid Sales Results
- New Business Development
- E-Commerce Strategy

EXPERIENCE

CLASSIC CONCEPTS • Vernon , CA

2009 - Present

Leading Importer of Hardwood Furniture, Rugs and Pillows and Bedding from India with annual revenue in excess of \$60M; employing over 100 employees stateside, plus a large India contingency.

VICE PRESIDENT OF SALES

Recruited for senior –level position directing the entire national sales force of the textile portion of the company's sales team which includes internal sales people and external sales reps and sales groups which covers all 50 U.S. states.

- Grown revenue from \$0 to \$6.5 million dollars in four years with an adjusted profitability factor of 58%.
- Opened Key Accounts and established relationships with upper management and ownership for many of the retailers we currently work with in order to build sales volume with textile divisions as well as the furniture division at our company.
- Decreased inventories of off price product in older divisions by over 3M by contacting off price companies and creating new ways to merchandise older product.
- Held weekly national webinars with sales force to enhance, train and communicate company promotions, gather feedback on new product introductions in order to set priorities in order to drive sales and accountability.
- Hold in store training seminars of key account salespeople to enhance better sales result of our products. Attended 8 key markets per year to hold sales meetings, meet with key accounts and monitor performance of sales personnel.

- Worked closely with design departments on all merchandise in both divisions to maintain continuity in look and styling, also work 8 trades major trade shows per year and travel extensively.
- Reconstructed sales force to build significant presence: hired, trained, managed outside representatives, organized sales territories and quotas and managed sales forecasting.

NICADA TRADING COMPANY • Tarzana, CA

2000-2009

Full package provider for clothing from the Far East to large U.S. clothing manufacturers.

OWNER

As a full package provider of clothing for U.S. manufacturers from vertical factory operations in China, Viet Nam, and Cambodia, supplying companies with denim, knit, and woven apparel in women's, children's, junior's and missy sizes for their retail customers with a volume of \$10M.

- Developed new business with U.S. manufacturers and worked with their production and design departments to insure finished product was within spec and deliveries were on time from factories in the Far East resulting in revenue growth of 250% in four years.
- Expanded factory capabilities and QC capability in the Far East and broadened factory network throughout the region with additional staff that lived in the region.
- Traveled extensively to the Far East several times to watch factory production for manufacturers in the U.S. to insure on time deliveries, quality control and to insure repeat business and company growth.

SWAT/FAME CLOTHING COMPANY • City of Industry, CA

1982-1999

U.S. manufacturer of fashion clothing for women, children, junior, missy and large sizes to large U.S. retail chains like Target, Sears, J. C. Penny, Kohl's and others.

Principal/Executive Vice President Sales

Fame Clothing, a 1982 start up clothing division of Swat Clothing which had been in business since 1977, I was recruited from another industry as a partner and the only salesman to introduce the new Fame division and grow the business, within eight years Fame Clothing had a profitable sales volume of over seventy two million dollars and we were the fifth largest children's company in the U.S.

- Hired and trained all sales personnel and sales staff for Fame Clothing and monitored sales and profit forecasts for all divisions within the company.
- Developed new business opportunities and opened new divisions within the company which causing volume and profit growth.
- Personally sold over 35M in annual sales with national key accounts while managing the sales team and attending markets in New York and Los Angeles and traveling extensively throughout the U.S.
- Responsibilities included the control of all unused piece goods inventory and off price sales to accounts in order to keep our inventories balanced.
- Worked on the design, layouts and decorated showrooms in Los Angeles and New York for maximum work efficiency.

EDUCATION/PROFESSIONAL DEVELOPMENT

- Business Administration, Cal State, Northridge
- UCLA Business-Night School
- U.S. Marine Corps-Honorable Discharged

