

JOSHUA D. CHURCH

8874 Calvin Circle Newburgh, IN 47630

812-598-9798

churchj50@yahoo.com

SUMMARY OF QUALIFICATIONS

Proven ability to develop sales potential in existing and new market areas with 4 plus years of sales and marketing experience. Strong analytical and planning skills combined with the ability to coordinate the efforts of many to meet organizational goals. Extremely productive and efficient work habits without supervision. Self-motivated team player with high energy and passion for the job at hand. Distinguished military career leading, planning, staffing, and organizing teams throughout the United States and abroad. Superior communication abilities, public speaking skills, and high level of presentation experience within small and large groups. Expert in team building and leadership, multi-cultural communications, organization development, along with quality and performance improvement. Extremely knowledgeable, reliable, and versatile candidate having traveled, lived, and worked in eleven countries.

PROFESSIONAL EXPERIENCE

FEDERATED MUTUAL INSURANCE COMPANY

2009 - Present

Marketing Representative/Account Executive

- Dedicated and proven professional. Experienced working with multiple genres of business owners, maintaining current book of business, and building new relationships through referrals and cold calling.
- Established confidence and trust in each by showing the knowledge, energy, and passion of multiple product lines increasing multiple sales in territory by 33 percent. Adept in the negotiation of sales and presentation of multiple product advantages over competition.
- Awarded new marketing representative sales bonus of \$5,000 for increasing total territory sales by 132 percent in first year.
- Received the marketing representative retention raise, doubling base pay, for first year territory growth.

PORTABLE PUTTING GREENS

2008 - 2009

Company Manager/Sales Trainer

- Selected by company owners to develop and implement complete marketing strategy where none had previously existed.
- Fulfilled as the product specialist and established company's ability to succeed in selling new products in market while assisting in the training of all new hires.
- Established strong image for company – Respect, Trust, Integrity – through marketing and sales activities, including website message, logo development, and promotional materials resulting in stronger recognition and credibility.

UNITED STATES NAVY

2002 - 2008

Squadron Avionics and Electrical Troubleshooter/ Squadron Shop Supervisor/Plane Captain

- Direct and decisive leadership qualifications with particular strengths in planning, performance improvement, quality improvement, and productivity gain. Led teams of 10-15 personnel with full responsibility for work assignments, scheduling, performance, disciplinary action, and long-term career planning and development.
- Hand selected by squadron superiors for demanding troubleshooter billet. Quickly diagnosed and repaired 356 aircraft discrepancies significantly contributing to the safe execution of 2,715 sorties and a 98 percent sortie completion rate.
- Technical prowess and expertise were key to the success of an experiment rebasing weapons release/control checks, which reduced discrepancies between aircraft 7-day and 14-day cycles to less than one percent.
- Fast-track career promotion through a series of increasingly responsible leadership positions coordinating teams involved with organizational operations. Currently hold the rank of Petty Officer Second Class in United States Naval Reserves. Aviation Warfare designated.
- Honored with numerous commendations and awards for outstanding performance of duties, leadership, and field operations: Navy Marine Corp Achievement Medal (2), Naval Good Conduct Medal, National Defense Service Medal, Global War on Terrorism Expeditionary Service Medal, Global War on Terrorism Service Medal, Sea Service Deployment Ribbon (3), Expert Rifleman Medal, Expert Pistol Shot Medal

EDUCATION

INDIANA UNIVERSITY

1999-2001

Major: Bachelor of Arts in Business

UNITED STATES NAVAL TRAINING COMMAND

2002 - 2003

- Graduated training command as Academic Excellence Award Recipient (1 of 600)
- Early promotion awarded due to leadership positions held and academic achievements

References For:
Joshua D. Church
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812-598-9798
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John Hogan
President
Transcor Corporation Energy
Work phone: 412-787-6371
Cell phone: 412-576-4799

Chuck Whirlow
President (Retired)
Fairmont Supply Company
Home phone: 724-942-3004
Cell phone: 412-759-4379

Val Bianco
Owner/President
Benchmark Construction Company
Home phone: 724-941-6009
Cell phone: 412-215-4841

Charlie Chase
Owner/President
Roger Dunn Golf Shops (4 Locations)/Portable Putting Greens
Work Phone: 559-436-0464
Cell Phone: 559-779-8210

David Smith
President Northeast Region
USA Compression
Work Phone: 724-745-3770
Cell Phone: 412-897-9370

Justin Richard
Flight Systems Technician
Northrop Grumman
Home phone: 337-564-0835
Cell phone: 337-292-7764

*Dustin Dickinson
Chief Petty Officer
United States Navy
Strike Fighter Squadron 94
Email: dustin.dickinson@navy.mil

*Denotes References currently deployed in military operations overseas, but can and will reply to email sent with any questions one may have.