

Josh S. Saper
**Sales Manager/Sales Consultant/ Business Consultant/
Business Management/ Business Development/ Complex & Strategic Relations/ Entrepreneur**
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Over 20 years of experience managing and consulting businesses and organizations. Proven sales, marketing and staff development in multiple industries. Seeking a management position utilizing my multiple skill sets in a professional environment that will offer opportunities for career advancement.

PROFESSIONAL EXPERIENCE

Director of Business Development

Worcester Youth Orchestras – June 2019 to Current

Responsible for all business development, sponsorships, and strategic partnerships.
Grow corporate portfolio
Increase overall business development income annually.

Currently exceeding business development sales goals in just 3 months.

National Sales Manager, EVP

Artist World Guild LLC, New England/Northeast/Mid-West Regions – December 2018 to August 2019

Responsible for developing sales markets in new startup company.
Hiring and training Regional Sales Managers and sales teams.
Create overall sales process and market development plans.
Create strategic partnerships to increase brand awareness and market share.

Community Business Development Manager

Barnes & Noble, Worcester/Central MA/Metro West - January 2017 to February 2019

Responsible for overseeing all institutional and corporate sales, as well as approved fundraising in assigned territories.
Oversee social media marketing
Event planning as necessary including trade shows, conferences, and strategic partnerships

Exceeded sales goals for every quarter, and annually by 10%. Doubled the social media reach over twelve months. Increased the number of events and fundraising by over 400%. Grew overall business development income by 20% over two years.

Board of Corporators

Big Brothers Big Sisters of Central Mass/Metrowest 2017-2019

Corporators are chosen for their involvement in the community and their passion for helping our mission. Corporators serve without compensation, serving as active volunteers or committee members to further the mission of the agency.

Relationship Manager

Bank of America – Concord/Westborough/Worcester/West Boylston - April 2014 to January 2017

Responsible for customer service and sales.
Instilling a sales culture inside the branch(s) by acquiring new relationships and leveraging current customer portfolio.
Train staff in product knowledge and sales skills.
Create referrals and opportunities for bank partners.

Exceeded all sales goals every year. Doubled the number of business customers at the Concord location (location listed in the top 100 branches for business account openings on the east coast). Lead turnaround team to improve overall branch performance numbers (sales and customer satisfaction). First associate to meet sales goals at Concord location in over 5+ years.

Owner and President

World Championship Grappling - 2013 to Present

Manages all finances
Develop business relations for Marketing, Sponsorships, and Strategic Partnerships
Manages coordination of vendors, sponsors, and service providers of World Championship Grappling events
Assists in marketing and promotion of events
Matchmaker and Referee
Secures, supervises, and development of all supportive event staff

Owner, Chief Instructor

Choice Martial Arts Academy and Impact Boxing - Marlton, NJ - January 2000 to July 2015

Manage all facility operations
Train and supervise staff and instructors
Supervise and evaluate all programs and curriculums
Organizes and coaches competition teams
Selects and oversees all charity events and coordinates for participation in community events
On-going training and continuing education in multiple areas of training, instruction and business management
Develops curriculum and supervises programming for two preschools, community education fitness program, special needs education in private, group and other settings, boxing programs for local fitness centers
Provide continuing education training for targeted populations including police officers, teachers, and corrections officers.
Provide and supervise security services for private events and local businesses
Train and Manage Amateur and Professional Fighters (Boxing, Muay Thai, Kick Boxing, MMA, BJJ)

Merchant Consultant

Ameribanc National - Worcester, MA - September 2014 to April 2015

B2B Merchant Services Consulting/Sales.
Acquisition of new customers.
Improve business cash flow and reduce expense
Provide marketing campaigns that will increase sales

Owner and President

Impact Boxing Promotions - 2012 to 2013

Manages all finances
Manages coordination of vendors, sponsors, and service providers of Impact Boxing Promotions events
Assists in marketing and promotion of events
Work closely with USA Boxing/Sanctioning body to ensure compliance
Secures and supervises all supportive event staff

Owner and V.P. of Operations

Amateur & Professional Grappling League - 2011 to 2013 Atco, NJ

Manages all finances
Manages coordination of vendors, sponsors, and service providers of AGL and PGL events
Assists in marketing and promotion of events
Organizes tournament matches
Referees competitive events
Secures and supervises all supportive event staff

Treasurer

Big Brothers Big Sisters of Burlington County, NJ- 2004 to 2005

Manage finances, expenses and budgets and provide feedback and suggestions to the board of directors
Head Committees
Fundraising
Event Coordination

Head of Security

Main Street Pub - Voorhees, NJ - 2005 to 2008

Identify needs by observing business function and consulting with staff and management
Train Staff
Coordinate scheduling
Support Staff

Co-Owner- CFO

More Than Gifts - Marlton, NJ - 2000 to 2006

Oversee all financial activity and report to other owners
Maintain relations with United States Post Office
Maintain relations with UPS and FEDEX
Oversee operations of ATM and maintain service level
Maintain payroll and tax liabilities
Audit inventory and make recommendations

EDUCATION

MBA in Innovation & Entrepreneurship - Currently attending
Northeastern University – D'Amore-McKim School of Business

Baccalaureate in Business Management
Rutgers's University - Camden, NJ

Associates in Business Administration
Rowan at Burlington County– Mt. Laurel-Pemberton, NJ

ADDITIONAL SKILLS

Excellent customer service skills, Excellent technology knowledge and skills, Website Design, SEO, Social Media Marketing/Branding, Excellent Sales skills, Salesforce/client management software experience, currently obtaining Six Sigma Black Belt Certification

INDEED ASSESSMENTS

Sales Skills: Influence & Negotiation — Expert

May 2019

Using influence and negotiation techniques to engage with and persuade customers.

Full results: https://share.indeedassessments.com/share_to_profile/a456bad3b08ccfb22d1f54cea70cc673eed53dc074545cb7

Customer Focus & Orientation — Highly Proficient

March 2020

Responding to customer situations with sensitivity.

Full results: <https://share.indeedassessments.com/attempts/d350c5641328983fbc9dc5f2d63e593ceed53dc074545cb7>

Marketing — Expert

April 2020

Understanding a target audience and how to best communicate with them.

Full results: https://share.indeedassessments.com/share_to_profile/72fd95ab96306c5b200c0ad59a811883eed53dc074545cb7

Outside Sales — Expert

May 2020

Actively listening and responding appropriately; performing common sales calculations.

Full results: <https://share.indeedassessments.com/attempts/60bd66d83ac14b2f42393a51f85e1179eed53dc074545cb7>