

# RICK CUPPLES

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## STRENGTHS:

- Decisions Making with minimal supervision.
- Dependability
- Ownership
- Ability to Multitask
- Advanced Computer Skills Microsoft Programs and AS 400 Client Access

## EXPERIENCE:

**2005 – Present**      **Tradesmen International**      **Houston, TX – Rogers, AR**  
**Sales/District Manager**

- Oversee and manage all phases of office/district daily operations
- Generate more clientele by cold calling general/sub contractors
- Established NW Arkansas market
- Exceeding sales goals by 160%
- Coordinate all advertising for the Houston & NW Arkansas market
- Facilitator of OSHA compliance courses.

**2002 – 2005**      **Solar Supply**      **El Dorado, AR**  
**Store Manager/ Outside Sales**

- Receiving/Collections – maintain accurate accounts of cash inflow/outflow
- Corroborate \$200,000-\$300,000.00 continuous inventory
- Cold calls targeting HVAC Contractors, Home Builders, Corporate Contracts
- Increased customer base by 5-10% quarterly.
- On track for 15% revenue increase for 2005
- Promoted to manager in less than 10 months, fastest promotion in company history

**2001 – 2002**      **Murphy Nissan**      **El Dorado, AR**  
**Auto service tech**

- Auto Service Tech – diagnostics and repairs to transmission, engine, wiring, computer, etc.
- Service Writer – customer service, gained excellent customer service skills explaining problems/solutions to customer.
- Parts Stocker/Inventory Manager – oversee and take part in stocking parts and verifying inventory- report to Branch Manager

**1998 – 2001**      **Barry Lawrence Construction**      **El Dorado, AR**

- Carpenter/ finish carpenter
- Concrete finisher/former
- Framer – maintained and grew knowledge of all trades involved with residential buildings, supervise crews of 5 to 10 laborers.