

Richard Cavalli

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OBJECTIVE: A position as sales manager utilizing my fifteen years of produce sales experience.

SUMMARY OF QUALIFICATIONS:

- Over fifteen years of experience in the Oregon wholesale produce industry
- Expanded
- Saved
- Eliminated
- Notable skills:
- Key strengths:
- Attributes of significant note:

WORK EXPERIENCE:

Owner / operator

A.Z.A.P. Pestcontrol

2008 – 2013

- Responsible for establishing a pest control company that supported commercial and residential needs in Southern Oregon.
- Provided pest control services to major corporations such as Musicians Friend, Ashland Community Health Center, Southern Oregon University and residential establishments.
- Successfully eradicated all issues in regards to pest control needs while meeting environmental guidelines.
- Certified in structural, general applications and state and federal laws and guidelines.
- Responsible for establishing and maintaining a monthly, quarterly and annual preventative maintenance program totaling \$30,000.00.
- Provided client education regarding the elimination of pest control issues through the use of environmentally safe applications.
- Achieved and maintained a successful program that best suited the needs of each client on an individual basis.

Route Technician

Alpha Ecological

2003 – 2008

- Responsible for maintaining and growing commercial/residential scheduled routes in the pest control industry
- Successfully supported the commercial and residential properties in the states of Washington and Oregon.
- Successfully managed two route technicians while increasing the client base by 30% and corresponding sales volume of \$300,000.00 dollars.
- Maintained continual education and certifications required by state and federal guidelines.
- Provided on-going inspections to identify and prevent possible future infestations at all job locations.

Sales Manager

Najdek Produce Co.

1988-2003

- Responsible for managing two full-time sales representatives in Portland, Oregon in the wholesale produce industry.
- Did this managed the sales of produce to restaurants, schools and grocery stores sales.
- Did this managed thirty employees and was responsible for their individual training.
- Responsible for the purchasing of dairy, frozen poultry, beef products and dry goods.
- Achieved Managed the company sales that exceeded six million annually.