

Sal M. Perruccio

441 Glenmoor Circle
Milpitas, CA 95035

(408) 946-1863
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SUMMARY OF QUALIFICATIONS

- History of outstanding sales performance.
- Scored 87% on the CPA, Audit and Attestation exam.
- Leadership, creative problem solver, supported by recent business degree.

EDUCATION

California State University, East Bay 2012

B.S. Business Administration, Options in Accounting & Finance

GPA 3.6 CSU

EMPLOYMENT SUMMARY

- Thorough understanding of business processes, financial accounting (GAAP), and auditing.
- Excellent customer service, and communication skills.
- Multifunctional team leader.
- Effective at preparing on time proposals, reports, and forecasts.
- Excellent presentation skills.
- Recently updated EXCEL skills, and ten key proficiency.

Western Regional Sales Manager, SCP Global Technologies

6/2000 to 12/2001

Sales of semiconductor wet bench cleaning apparatus.

Significant sales prospecting via telephone.

PowerPoint presentations to client engineering personnel.

Attended the SEMICON convention.

Company significantly ended operations at the end of 2001

Western Regional Sales Manager, August Technology, Corporation 1/1999 to 5/2000

Performance based equipment sales of automated optical inspection equipment

Substantial telephone prospecting using in house developed CRM software.

Company was at the feasibility stage of product development.

Each sale was to a new client.

Multifunctional team included, engineering, third party handling system supplier, and legal staff.

Helped August Technology win the Intel 300 mm bump inspection business.

Conducted contract negotiation with Intel, with independent legal counsel team member.

Monthly reports, contact reports, forecast, and marketing input.

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FSI International, Inc., Account Manager

1/1996 to 1/1999

Earned the top sales award in 1997 with semiconductor equipment sales of \$26.6 million.

Multifunctional team leader for three FSI divisions.

Retained existing clients.

Increased Surface Conditioning Division market share with new client business.

Prepared accurate yearly forecasts, and monthly progress reports on time.

Prospected for new clients. Developed excellent customer service skills.

Contract negotiation.

Fifty percent travel.

Perruccio & Associates, Independent Manufactures Representative 6/1994 to 1/1996

Consultative sales contractor for FSI International.

Team leader for Chem-Fill Division.

Booked Chemical Distribution equipment business with Hewlett Packard.

Submitted monthly progress reports, on time.

Collaboration with FSI, Texas account manager on Surface Conditioning Division sales.

Substantial telephone prospecting duties leading to presentations.

Submitted progress reports.

Systems Chemistry, Inc. Western Regional Sales Manager 3/1993 to 5/1994

Solution based sales, and consultative sales techniques employed.

Multifunctional team leader of sales, mechanical engineering and field service personnel.

Grew business 30%, gained market share with new clients, kept existing clients.

Large geographic territory, 50% travel.

Sales forecasting, monthly reports, contact reports, intense telephone work, and presentations.

Top sales honors with \$20 million in sales. Competitive industry.

PowerPoint presentations. Factory blueprint interpretation of piping requirements.

Vector Technologies, Inc., National Sales Manager 5/1990 to 3/1993

Started as a Salesman.

Promoted to National Sales Manager after one year.

Consultative sales of industrial exhaust fume scrubbers.

Helped factories meet regional air quality emission standards.

Extensive telephone work, and soliciting new clients.

Matching fume scrubber performance to contents of process equipment effluent was required.

Managed the domestic sales force.

Attended the SEMICON convention.