

Judy L. O'Shaughnessy

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Highlights of Accomplishments:

Featured three articles published in networking magazines

Received Volunteer Recognition Award from the Rotary Club, while working as Property Mgmt./Frazee

Consistently exceeded sales quota while maintaining client care

Produced profitable and efficient results through effective communication and telemarketing skills

Hired, trained, motivated and supervised personnel

Competent attention to detail, pride in generating quality work

7/11 – current

Cagwin & Dorward Landscape Contractors

San Jose, CA

Regional Sales Manager

As Regional Sales Manager for Cagwin & Dorward, I cover the peninsula, south bay, and Monterey Bay areas marketing landscape, tree care services. Cagwin & Dorward specialize in design build, water management, organics, landscape maintenance, tree care and irrigation. Networking and actively participating in the following organizations: ACREM, BOMA SV, CAI, CACM, CREW, ECHO, IFMA, IREM, & TCAA. Meet key contacts within networking organizations. Over the years, I have been able to build long lasting relationships, trust and integrity with my customers.

9/10 – 3/11

Saarman Construction, Ltd. LAID – OFF

San Francisco, CA

Sales – Marketing

My role as Sales/Marketing representative for Saarman Construction is to grow their presence within the south bay, promoting their services of TI, Retrofit, Structural Rehab, Painting and Maintenance. To also reengage with property management companies, enhance relationships, and build new relationships with new customers. I also participate in trade shows, Lunch and Learns to customers promoting our company services. I am a member of the following organizations: ACREM, BOMA EB & SV, CACM, CAI, CREW, ECHO and TCAA.

8/08 – 12/09

Frazee Industries LAID – OFF

San Jose, CA

Property Management Representative

Frazee was a new company to the bay area, and my responsibility was to introduce them to property management companies. In my position, I networked within the following organizations: ACREM, BOMA, CACM, CAI, CREW, ECHO and TCAA, successfully navigating to meet decision makers and engage in promoting exterior repaint projects. In this capacity, I would assist with product selection, specifications, contractor referrals, as well as color selection. I am also a member of CREW Sponsorship Committee, and hold the position of Secretary on the ECHO Maintenance Resource Panel.

3/07 – 8/08

**Meridian Technical Sales
Milpitas, CA**

Sales Representative

As a sales representative for Meridian, I represented electro-mechanical manufacturers. My position included following up on leads, finding entry points to new customers, making sales calls to OEM companies, making joint OEM sales calls with distribution, all in an effort to drive sales. I also participated with interviews with prospective manufacturers.

8/02- 3/07

**Property Management Representative
Kelly-Moore Paint Company, Inc.**

San Jose, CA

In my position, I networked with property management companies that managed Apartment Communities, Commercial Property, Shopping Centers, and Homeowners Associations to promote usage of Kelly-Moore's coating products and increase sales. To broaden my exposure amongst property managers, I have been published in many property management journals. I am an active member of the ECHO Resource Maintenance Panel., and hold the position of position of Secretary. These are the organizations that I have been a member of: AHMA, BOMA, CAI, CACM, CREW, ECHO, and TCAA. My strength has been to develop key relationships with decision makers and vendor counterparts. In my second year in this position I exceed 1 million dollars in sales for our district.

3/98 – 6/00

Distribution Sales/House Accounts

**Meridian Technical Sales
Milpitas, CA**

In my job responsibility, I managed business groups, sales in the distribution channel. I directly dealt with the distribution product manager, inside sales managers, inside sales people and field sales, as well as making joint field sales calls. My responsibilities included preparing, monthly sales report, as well as strategic account coverage: Nortel Networks. As a manufacturer's representative, I also had the opportunity to participate in interviews with prospective manufactures. The main manufacturer supported through distribution – Chicago Miniature Lamp.

1/96 – 3/98

**Distribution Sales Manager
Everhart Incorporated**

San Jose, CA

My main focus in this position was to build relationships with distributors, customers and principals, supporting distribution with leads, crossing parts, price, lead-times and samples. I also dealt directly with the product manager, inside sales managers, insides sales people and field sales, as well as making joint field sales calls. I also organized marketing/sales promotions, training sales people, and familiarizing them with the product lines, and established an overview guide: 'Why Use GI?' with the 'End-Use Application' for all inside sales people. My largest distribution line was General Semiconductor – (G.I). I prepared sales forecasts and monthly manager reports to suppliers, and attended suppliers planning sessions. Consistently exceeded sales quota – G.I. forecasted 3.4 Million – 3.7 Million end. Distributors supported: Pioneer, Future, FAI, Arrow, Bell, Avnet, Repron, All American, Sierra West and Richey Electronics.

I also had the opportunity to participate in interviews with prospective manufacturers.

Trade Shows: EDS – Las Vegas
Wescon – San Jose

Education:

DeAnza College, Business Administration