

DARREN K. HOWERTON

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PROFESSIONAL EXPERIENCE

Best Kiteboarding LLC, Rodanthe, NC

2012-Present

A manufacturer of kiteboarding equipment

Sales Supervisor - Americas (Feb 2013-Present)

- Promoted within one year due to exceptional performance and cross-departmental collaboration
- Worked within the Americas sales team to consistently exceed monthly/quarterly/annual sales targets and increased sales within the territory by 15%
- Conducted market analysis of competitors' distribution systems in USA to identify 20 potential new accounts
- Restructured product packaging to reduce total shipping costs by ~\$30k annually
- Oversaw wholesale orders within Canada, USA, and South America; maintained inventory allocation, order fulfillment and invoicing for the Americas
- Created and maintained weekly Excel reports on virtual inventory, regional sales, and account aging
- Organized and maintained annual Retail Exchange Program to facilitate inventory turnover and limit product discounting
- Managed 30 accounts, increasing quarterly sales by 30%
- Established relationship with US Fiberglass for production of kite-surfboard line within the USA

Customer Service & Warranty Manager (March 2012-March 2013)

- Consulted with German R&D team and Asian based factories to limit product failures
- Established new, more concise methodology for warranty reporting, linking CRM data with image data through Excel
- Identified 2 key product issues prior to final production saving an estimated \$40k on product recall alone.
- Redesigned warranty literature for company web page
- Managed global customer service team of 2 other individuals.
- Partnered with IT staff to implement Live Support Chat, resulting in 90% reported customer satisfaction

REAL Watersports Inc., Waves, NC

2010-2011

A global retailer for water sports equipment and instruction

Lesson Center Administrator

- Exceeded monthly sales targets 150%
- Handled payroll responsibilities for all full time coaches and coordinated work schedules for 20+ employees

FK 03 Pirmasens, Rheinland Pfalz, Germany

2009-2010

Professional soccer team in Oberliga SW

- Earned 2 week trial and successive 1 year contract with First Team by submitting self-edited highlight tape.

Brown University Soccer Camps, Providence, RI

Spring/Summer 2007-2008

Summer soccer camps ranging in ages and abilities from high school to prospective Division 1 collegiate level

Camp Administrator/ Assistant Director

- Managed 5 elite soccer camps; compiled database of over 500 prospective college players / recruits

EDUCATION

Brown University, Providence, RI

2009

Bachelor of Arts – Economics

- **Brown University Entrepreneurship Club: Elevator Pitch Contest** (2009) – Won first place for radar/laser/GPS concept
- **Brown University Soccer Team** (2005-2009) – 4 Year letter winner, All Conference Team, 3 Time Conference Champion

The Startup Institute, Boston, MA

Sales and Account Management

- Selected to attend an 8 week hands on training program to make an immediate impact in a startup organization

Additional Skills: *Technical* – Excel. PowerPoint. Photoshop. Adobe Premier. Netsuite (CRM); *Languages* – Fluent in German