**Robert J Kilmarx CTS**



**3800 Flewellyn Rd, Springfield, TN 37172 - (615) 533-2041 (C) – rkilmarx@bellsouth.net**

**Career Focus**

Objective: A position offering challenge, opportunity for growth, and an environment open to new ideas. To secure a position that would draw from my broad range of talents and past experiences.

**Summary of Skills**

|  |  |  |
| --- | --- | --- |
| • | Account management | Territory management |
| • | Creative design | Microsoft Office proficiency |
| • | Technical writing | Customer service focused |
| • | Project management | Creative problem solving |
| • | Event management | Strategic partnerships |
| • | Product management | Customer targeting |
| • | Audiovisual system integration | Data mining |
| • | Website design and internet marketing | Contract negotiation |

**Accomplishments**

*Management*

* Directed department operations with a staff of 45
* Developed new sales strategies to maximize potential department revenue

*Account Management*

* Managed over 30 large accounts in territory
* Successfully grew territory

*Sales and Promotion*

* Secured multiple multi-million dollar contracts for integrated system sales
* Past Sales Excellence award winner

**Professional Experience**

## Sound Advice Live January 2011 to Present

# Managing Principal

Nashville, TN

Managing operations for a multi-discipline audiovisual and technology-consulting firm. Focus is on audiovisual systems design engineering, AV systems integration and service, website development, internet technologies, social media integration, campaign technology integration, event production services, videography and production, and telecommunications products for home and small businesses.

**C & C Audiovisual** April 2011 to Present

**Installation Tech**

Ashland City, TN

Contract labor for the design and integration of audiovisual, video conferencing, digital signage, control, and CCTV systems.

**Emergent Media Marketing** June 2006 to January 2011

**Territory Manager**

Norcross, GA.

Managed multi-state territory for Independent Manufacturers Rep firm and Master Distributor of numerous industry leading audiovisual and video conferencing product lines. Responsible for promoting the products of our manufacturer partners to a base of Audiovisual and Information Technology dealers. Creating brand and product awareness of manufacturer's products and growing market share within territory. Conducting sales training and product demos to our dealers, providing system design assistance and detailed quotes, supporting dealers in end user demos and dealer shows, and participating in regional and national trade shows in support of our manufacturers.

**Technical Innovation** June 1997 to May 2006

**Account Executive/Sales Engineer**

Nashville, TN

Design, sales, and integration of custom audiovisual systems. Established lucrative customer base and was able to secure several, million dollar plus projects for the company. Technical writing system proposals and scope of work documentation for sales staff, developed new proposal templates, performed site visits and conducted needs analysis. Project management and systems commissioning.

**Gaylord Opryland Hotel & Convention Center** December 1985 to June 1997

**Various**

Nashville, Tennessee

Held multiple positions throughout eleven-year tenure including Banquet Setup Houseman, Audiovisual Helper, Audiovisual Operator, Shift Supervisor, Operations Manager, and Production Sales Manager. Responsible for a range of duties in support of the facilities convention clients. Duties included: setup and teardown of rooms, setup and operation of audiovisual systems, supervising department staff, scheduling labor, customer billing, staff development, new hire interviews, employee discipline, performance reviews, inventory control, forecasting and budgeting, P & L reporting, training, system designing, system proposal writing, staff and department management.

**Education**

**Middle Tennessee State University** May 12, 1984

**B.S. Recording Industry Management**

Murfreesboro, Tennessee

**Middle Tennessee State University** May 11, 1985

**B.S. Radio TV Film Production**

Murfreesboro, Tennessee

**Certified Technology Specialist (CTS)** September 16, 2011