

# Edward "Bud" Berk

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## CAREER SUMMARY

Confident, results oriented professional with 30-years experience in footwear and accessories to independent specialty stores, as well as large nationwide mass-market accounts. Strong technical business background combined with keen analytical and problem solving skillsets. Possess exceptional communication skills, paired with a strong work ethic. I would contribute greatly to any organization.

## PROFESSIONAL EXPERIENCE

2014 - Present	Dr. Marten's Airwair Territory and Key Account Manager	Scottsdale, AZ
2007 - 2014	Ariat International National Sales Manager, Accessories	Scottsdale, AZ
1997 - 2007	Chambers Belt Company Key Account Manager/ National Sales Manager	Phoenix, AZ
1992 - 1997	Justin Industries Territory Sales Manager	San Clemente, CA
1982 - 1992	Chambers Belt Company Territory Sales Manager	San Clemente, CA
1976 - 1982	Johnson & Johnson and McGraw-Edison Accounting and Financial Analysis	Chicago, IL

## PROFESSIONAL ACHIEVEMENT

1982 - 1992	<ul style="list-style-type: none"><li>Expanded territory for Chambers from \$350,000 to \$1.5 million.</li><li>Salesman of the year 7 out of 10 years.</li><li>President's Club 9 out of 10 years.</li></ul>
1992 - 1997	<ul style="list-style-type: none"><li>Expanded territory for Justin from \$1.5 million to \$3.1 million in first year.</li><li>First salesman in company history to win Salesman of the Year award in the "Rookie" year.</li></ul>
1997 - 2007	<ul style="list-style-type: none"><li>Broadened Chambers customer base with new accounts, including TSC, Blains, Murdock's, D&amp;B Supply, Coastal Farms, Meijer, and Bi-Mart.</li><li>Took divisional sales from \$1.5 million to \$6.5 million in 4 years.</li></ul>
2007 - 2014	<ul style="list-style-type: none"><li>As Ariat National Sales Manager for Accessories, drove key accounts in the Western Footwear industry.</li><li>Assisted Planning Department in monthly forecasting and purchasing accessories.</li><li>Managed Footwear Sales Team to sell accessories along with Footwear.</li><li>Farm Store Footwear Sales Manager for Midwest region (from July 2013 thru June 2014)</li></ul>
2014 - 2017	<ul style="list-style-type: none"><li>At Dr. Marten's Airwair, grew existing territory from \$2 million to \$3 million over first 3 years.</li></ul>

## EDUCATION ♦ COMPUTER SKILLS

MBA, Drake University, Des Moines, IA, 1976

B.S. Business Administration, Quincy University, Quincy, IL, 1975

Proficient with Microsoft Office and Windows 2010