

Christopher J. Musser

email: cmusser@mussercommunications.com
707-998-9315

SALES RESUME

Objective: To secure a position on a success-oriented sales team that creatively challenges my communications and technical skills.

Local Fires

April 2015-October 2015

Telecom sales and business setup and design tasks for Eric Schlange of BitSculptor (see below) for new business venture, "Local Fires." This company sent alerts to Servpro, Inc. franchises letting them know a fire or other disaster in their local area was happening so that they could respond quickly and acquire the restoration business. This involved the aggregation of sophisticated Internet services (local fire department streamed calls, Google Map lookups, Zillow assessed values, etc.) dispatched from the back-end of a new website via text to customers in real time, with follow-up emails after the incidents closed with wrap-up information. Because we had not reached profitability during the span set by Eric (this required a highly-paid 24/7/365 staff of over 15 dispatchers) he decided to "pull the plug" and concentrate on his other businesses. During this time I contacted, prospected and often sold our service to more than 800 of the 1,600 existing Servpros in the United States and Canada.

BitSculptor

June 2011-February 2013, October 2013-December 2013

Sales and development for 15-year old Lakeport, CA website development company. Made phone calls and personal visits to area businesses and phone calls to out-of-area (many times out-of-state) companies seeking to build websites or to acquire their website maintenance and hosting business. Occasionally performed development tasks while continuing my self-study of Internet development technologies such as HTML, CSS and Javascript.

Respectech, Inc.

July 2007-November 2007

Technical services, sales and network engineering for small IT firm. Responsible for building and repairing computers as well as performing system troubleshooting and maintenance tasks for various clients. Also sell managed services to new clients (10%)

Axis IT Group

September 2006-May 2007

Sales setup for IT startup. Responsible for creation of sales database and sales of new accounts, performing engineering and technical tasks when required. Started customer database in Outlook contacts and entered and contacted over 1,200 prospects. Designed mailer, Fax sheet and other sales materials. Assisted in AD upgrade and domain migration for customers along with other IT tasks.

Sonic.net

July 2003-July 2005

Business Services IP Sales for award-winning ISP, including T1/T3, Frame-Relay and Wireless Connectivity, and data-center services including server collocation, VPNs, and Firewalling. Responsible for cold and incoming calls, generating new business, and designing and quoting solutions for often very complicated business requirements, including remote access, security, bandwidth, price, and other metrics. Maintained sales database and mailing lists.

Self-Employed Consulting and Sales

May 1989 to January 1990

Sales and installation of Acer Computer Incorporated IBM-compatible systems for Musser Film Partners, 946 Via Casitas, Greenbrae CA 94961. Also performed IBM PC and MS DOS and software consulting, installed and maintained Novell Netware ELS levels I, II and 2.15 networking software, and instructed clients in use of Netware, DOS and various applications.

ComputerCraft

April 1988 to April 1989

Commission retail computer sales for a subsidiary of BusinessLand, including all IBM, Compaq, and Apple models. Training included, but not limited to: 3-day "Implementing OS2" sales training course at IBM offices, Market St. San Francisco and "Macintosh Sales Certification Course" at Apple Computer in Cupertino, CA.

Troncatty Pontiac/GMC/Subaru and Redwood Chevrolet

October 1985 to April 1988

Commission retail auto sales, including fleet sales, for intensive sales training stores. Sales instruction included: General Motors Automobile Sales two-week intensive course, Jackie Cooper and Joe Girard seminars, Stuker Automotive Profit Builders telemarketing referral course and a continuing commitment from owners to daily sales training. Top salesman 10 of 30 months at both stores, average sales force 8 or more.

Select TV

January 1984 to Sept. 1984

Commission retail sales of direct-broadcast television, by phone and door-to-door. Also maintained existing accounts.

Viacom Cablevision

June 1978 to June 1980

Part-time, door-to-door sales of cable and premium services, and telephone collections of delinquent accounts.