Allen Schneider

516-848-9801 | allenschneider@si-tex.com | Hampton Bays, NY 11946

Professional Summary

Dedicated professional with demonstrated strengths in customer service, time management and trend tracking. Good at troubleshooting problems and building successful solutions. Excellent verbal and written communicator with strong background cultivating positive relationships and exceeding goals.

Skills

- Sales leadership
- Strategic planning
- Ability to multitask
- Price structuring
- Problem solving
- Decision making
- Operations oversight
- Critical thinking

Experience

Vice President — September 2009 - Current

SI-TEX Marine Electronics, Riverhead, NY, USA

- Responsible for Marketing and Product Development .
- Developed and maintained policy and procedures for the compnay.
- Collaborated with stakeholders in support of vision and organizational goals.
- Maintained positive, collaborative environment, resulting in improved employee morale, knowledge and job commitment.

Regional Sales Manager — December 1998 - December 2008

Simrad Navico, Hampton Bays, NY

- Improved product promotions, consulting with Dealers to understand features and benefits.
- Cultivated relationships with Marine Electronics Dealers to sustain and expand their business.
- Regional Sales Territory was New England Area. Assisted Dealers with Customer Support Services, and Training on High End Marine Electronics

Regional Sales Manager — October 1985 - December 1998

SI-TEX Marine Electronics, Hampton Bays, NY

- Improved product understanding, training dealers to understand features and benefits of the Marine Electronic product line.
- Assisted Dealers with Customer Service and Troubleshooting.
- Expanded regional business and implemented strategy to achieve company business plans.

General Manager — October 1983 - October 1985

Anchor Marine Supply, Hingham, MA

- Achieved sales and profit targets through solid promotional strategies.
- Resolved employee, customer, and vendor issues using strong conflict mediation and problem-solving abilities.
- Guaranteed top-notch service standards and memorable customer experiences for every guest.

- Led teams by example to deliver exceptional standard of work.

Technical Sales Representative October 1977 - September 1982

EPSCO Marine, Westwood, MA

- Engaged Dealers through phone calls, site visits, product demonstrations and product training.
- Generated leads in assigned territory to increase sales.
- Developed rapport with existing dealers to maintain portfolio.
- Built and maintained relationships with identified new and existing dealers.

Technician May 1973 - October 1977

Peconic Marine Electronics, Hampton Bays , NY

- Investigated reported technical issues and determined needed actions.
- Installed, maintained, and repaired marine electronics equipment.
- Prolonged life of equipment through proper maintenance and upkeep.
- Diagnosed errors and technical problems to determine proper solutions.
- Participated as a salesman in area Boat Shows

Education

Associate in Science (A.S.): Communications - State University of NY @ Alfred, Alfred, NY May 1976

Language

English
Fluent

Volunteer

Safety Officer January 1981 - Current

Hampton Bays Fire Dept., Hampton Bays, NY

Community Service

Trustee at the Hampton Bays United Methodist Church