

# BENJAMIN BEASLEY

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## *Proven Professional with a Successful Track Record in the Horticulture Industry*

### **SUMMARY OF QUALIFICATIONS**

- Significant sales experience, account management and customer relationship management.
- Proven ability to communicate at all levels of the organization.
- Successful track record in finding new accounts and markets for business growth and development.
- Performance-driven professional who excels in a competitive environment.
- Team leader with company success at forefront of all decisions.

### **PROFESSIONAL EXPERIENCE**

**UNIVERSITY OF ALABAMA AT BIRMINGHAM, BIRMINGHAM, AL** 10/12-PRESENT  
**SPORTS TURF MANAGER OF ATHLETIC FIELDS**

- Responsible for the management and maintenance of field turf for eight athletic fields
- Managed a crew of seven individuals to meet the needs of the University
- Responsible for the programs, calculations and timing of seed and fertilizer
- Trained employees on safety and proper use of all machines and equipment
- Member of STMA, ATA

**B&N OUTDOOR MAINTENANCE, Nashville, TN** 3/04-1/13

**OWNER/OPERATOR** SUCCESSFULLY GREW AND OPERATED PROFITABLE BUSINESS

- Responsible for weekly prospecting, estimating and maintaining 90+ accounts with several commercial contracts
- Managed the servicing for all needed equipment including small engines and proper installation of products
- Conducted hiring and training process for employees
- Managed up to five employees at once while maintaining company standards in a professional manner
- Prepare bids, conduct estimates, and successfully maintain a budget

**SUNRISE OF NASHVILLE, Nashville, TN** 4/02 – 12/04

**FOREMAN.** RECEIVED PROMOTION TO MANAGEMENT WITHIN THREE MONTHS OF EMPLOYMENT AND INCREASED PROFITS IMMEDIATELY.

- Supervised up to four employees in residential as well as commercial properties
- Managed and maintained all vehicles and maintenance equipment
- Maintained a high level of customer service and employee satisfaction

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**BEASLEY COMPANY, DICKSON , TN**

4/99 – 3/02

**ACCOUNT REPRESENTATIVE.** INCREASED SALES FOR GIVEN TERRITORY IN JUST 6 MONTHS.

- Responsible for estimating commercial HVAC projects across middle Tennessee
- Represented up to thirteen manufacturers at any time and successfully met/exceeded sales goals for Middle Tennessee
- Successfully integrated our product with contractors while competing with alternative brands
- Successful in penetrating a relatively new territory and gaining considerable market share

### **COMPUTER SKILLS**

Proficient in Windows products, Excel, Word, Works, PowerPoint, Outlook, Design Software

### **EDUCATION**

THE UNIVERSITY OF ALABAMA AT BIRMINGHAM, Birmingham, AL

FREED-HARDEMAN UNIVERSITY, Henderson, TN

HARDING UNIVERSITY, Searcy, AR  
1996-1997

DAVID LIPSCOMB HIGH SCHOOL, Nashville, TN

*References Available Upon Request*