
Earl Langenberg

PO Box 300191
Escondido, California 92030-0191
Phone (760) 822-7211 Alt. Phone (619) 823-6331
Email: elangenb@cox.net

OBJECTIVE

Sales Management / Leadership position within a customer-oriented organization

EXPERIENCE

Pulse Engineering, Inc. (Excelsus® brand)

San Diego, CA

Oct 2000 – Nov 2008

SALES MANAGER – TELECOM DIVISION

- Managed annual revenue stream of over \$10 million
- Established relationships with telephone companies (RBOCs / ILECs), ISPs, manufacturers and distributors
- Initiated company penetration into security and low-voltage markets via prospecting and networking
- Directed Beta-trial of DSL Alarm Filter in USA and Canada prior to product launch
- Grew annual revenue for DSL Alarm Filter from \$0 to over \$1.5 million within first two years of launch
- Traveled extensively to customer locations and industry trade shows (approximately 50% travel)
- Presented Supplier-Partner Award of Excellence for 2007 by a major North American telephone company
- Achieved 117% of revenue goal through the first half of 2008
- Awarded Salesperson of the Quarter in Q1 of 2007

Byte & Floppy Computers, Inc.

San Diego, CA

Aug 1995 – Jan 2000

CORPORATE SALES MANAGER

- Managed annual revenue stream of over \$1.2 million (individual sales) and team of five salespeople
- Designed and implemented training program for sales staff including use of Act! contact management
- Responsible for setting and meeting objectives for individuals and sales team
- Achieved 16% profit margin (exceeds average profit margin for this industry)
- Awarded Top Salesperson Award in Dec 96, Oct 97, Nov 97, Feb 98, and Mar 98

EDUCATION

Tulane University

New Orleans, LA

May 2007

Master Certificate in Business Marketing. Studied core MBA disciplines with an emphasis in Marketing.

University of Phoenix

San Diego, CA

June 2000

Bachelor of Science with dual majors in Business Management and Business Information Systems.
Graduated with Honors distinction (3.92 GPA / 4.00 Scale).

STRENGTHS

- Establishing and maintaining strong client relationships
- Developing win-win solutions
- Maintaining a positive attitude, attention to detail and the determination to be successful
- Proficiency in computer applications (including MS Word, MS Excel, MS PowerPoint, MS Outlook, Act!)
- Flexibility to travel frequently if required