

Professional Statement

*Vastly experienced sales professional with an eye for detail and a thirst for excellence. Demonstrated knowledge of business and accounting principles and skillfully experienced in business negotiations, improving efficiencies and processes, and meeting goals.*

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**Winn-Marion Companies**

*Account Manager & Sales*

Achieved sustained sales growth to $3MM per year through development of customer relations and improvements of customer processes. Slashed product costs through negotiations with vendors and sought alternative and more economical solutions to common problems, creating opportunities and closing large sales deals.

Developed skills and talents through onsite work and training with customers, becoming a more valuable and well-rounded asset for the company. This enabled better interaction with customers, and a boost in helping them meet their goals.

Improved documentation of quotes with attention to margin and a focus on striking a balance between company profitability and providing value to the customer, increasing sales opportunities.

Utah Real Estate Salesperson License – Application Pending

*2012*

Bachelor of Science in Entrepreneurship, Jon M. Huntsman School of Business, Utah State University.

Zachary Galloway

Real Estate Sales

Contact Information

Zachary Galloway

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Vernal, UT 84078

www.ZacharyGalloway.com

References

Brody Jardine

*Controller – SAL Management Group*

T : 4357649020

E : Brody@SALMG.com

K. Eric Pierce

*Chief Operating Officer - Rovin Capital*

T : 8016151331

E : Eric@RovinCapital.com

Brian Cook

T : 3074137057

E : BCook@LVEnergy.com

Expertise & Skills

Industrial

Automation 7 years

Mechanical

Aptitude: High

Accounting &

Finance 3 years

Communication

: High

Microsoft Office

: 10 years

*06/2013*

*to 02/2021*

Work Experience

*2021*

Professional Portfolio

License & Education



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This resume contains only the most relevant work experience. For a complete historical resume, please visit my personal website at ZacharyGalloway.com and click the ‘Resume’ button at the top of the page. Then select the ‘Historical Resume’ button.

Zachary Galloway

Business Operations

Contact Information

Zachary Galloway

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Resume

*09/2011*

*to*

*04/2013*

*02/2009*

*to*

*03/2010*

**Wasatch Property Management**

*Financial Manager*

Eliminated reporting errors by carefully scrutinizing month end financials and auditing property data, saving the company money and embarrassing financial issues. Accurately filed sales tax reports guaranteeing timely reporting to government entities.

Eased confusion and ensured job duties were completed correctly by clearly and calmly communicating duties and new job processes with onsite property managers.

Quickly and efficiently corrected errors found during bank reconciliation processes, saving the company money, and ensuring accuracy of the books for yearly audits.

**Guatemala Quetzaltenango Mission**

*Financial Secretary*

Implemented new budgets, spending processes, medical and telecommunications programs, and cost-savings initiatives, saving the mission over $100,000 in seven months.

Properly directed and thoroughly planned for the accounts of 180 missionaries, a managerial office, and the president of the mission, thereby completely cutting overspending.

Work Experience