

Derek E. Larsen

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Chicago, IL



SUMMARY

Results-driven, achievement-oriented Sales Executive with 10+ years of progressive sales/ management experience. Excellent time management and organizational skills with outstanding interpersonal, negotiating and sales closing techniques. Committed team player - consistently successful in motivating, mentoring, training and inspiring others to higher levels of performance. Strong leadership abilities and professional attention to detail supplemented by the ability to influence others.

EDUCATION

University of Illinois, Urbana-Champaign

- Master of Business Administration 2012
- Master of Architecture 2012
- Bachelor of Science in Architectural Studies 2009

EXPERIENCE

Central Regional Manager

Bendheim Wayne, NJ 2018-current

Bendheim is one of the foremost resources for specialty architectural glass. Founded in New York City in 1927, the fourth-generation, family-owned company offers a virtually unlimited range of in-stock and custom architectural glass. Bendheim develops, imports, and distributes its products worldwide.

As Central Regional Manager, I support sales agencies in Arkansas, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Mississippi, Missouri, Nebraska, North & South Dakota, Tennessee, Ohio, Wisconsin and all of Canada. I am personally responsible for all Illinois accounts including key architectural firms and contractors.

Major Accomplishments

- Managed +5% YOY growth for the territory, \$5M total sales in 2021
- Responsible for +\$1.5M in specifications for Chicagoland market
- Pandemic management: transitioned to remote work implementing monthly project management calls and informational touchpoint team meetings

Midwest Territory Manager

Bendheim Passaic, NJ 2014-2018

Responsible for selling, servicing and expanding the current customer base within the Midwest Territory; Illinois, Indiana, Minnesota, and Wisconsin.

Major Accomplishments

- Responsible for exponential increase in IL sales; 2014 - \$220K | 2015 - \$540K | 2016 - \$1.5M
- Established key accounts in new territories never represented by Bendheim

Key Account Manager

Arcspec Libertyville, IL 2012-2014

Arcspec is a manufacturer's agent for specialty architectural products for the commercial and institutional construction market. Servicing manufacturers, the design community, and contractors, with the goal to increase product awareness and knowledge while assisting with all aspects of project management.

Major Accomplishments

- Supported outside technical sales and promotion of engineered construction products
- Enhanced strong referral network with architects, designers, and contractors
- Pioneered vacant territories for new lines to meet quotas and sales goals

CERTIFICATIONS

CSI - CDT Certification
- Construction Documents Technology

STRENGTHS

Leadership
20+ salespeople in Central Region

Self-motivated
Remote worker and road warrior

Creative
New ideas and custom products

Project management
CRM expert and process streamliner

Dedicated
10+ years with Bendheim

Innovator
Multiple first-of-its-kind installations

Critical thinker
Always looking at the big picture

SKILLS

Microsoft Office
Word, Excel, PowerPoint, Outlook

AutoCAD

SketchUP

Adobe Photoshop

Adobe Illustrator

PASSIONS

Chicago Marathon finisher
10+ finishes since 2008

Family handyman

World traveler
Versailles study abroad program