

JASON GARLAND

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Proven relationship builder with a history of generating multi-channel revenue and driving business expansion seeking the opportunity to help a new company experience exponential growth.

EXPERIENCE

Vice President Sales and Marketing-Services, EGW (October 2022-Present)

- Responsible for setting and meeting revenue targets for Field and Compliance Services
- Tasked with growing Services business throughout target territories spanning the Southeast and beyond
- Represent EGW through association events, membership, and committee involvement
- Work closely with Operations for goal alignment
- Helped establish EGW with a Louisville KY Training and OQ Center

Vice President of Business Development, Industrial Training Services (March 2009 - August 2022)

- Consistently generated 30-50% revenue growth for 10+ years
- Managed all sales and business development efforts
- Secured Fortune 125 companies as long-term clients—engaging with clients daily, negotiating and closing contracts, and helping resolve high-level issues
- Helped oversee internal staff growth from 13 to 90+
- Identified new opportunities for growth in alignment with corporate strategies
- Ensured new product development met client and industry expectations
- Attended national association and industry events
- Trained hundreds of industry evaluators to the ITS program and process

Owner, Garland Rentals (January 2007 - August 2020)

- Managed 19 residential rental units, performing service and maintenance on each
- Oversaw all day-to-day operations

Owner, Garland Windows and Siding (January 1994 - March 2009)

- Oversaw all sales and managed all company finances
- Supervised multiple crews

SKILLS

- Excellent communication and presentation skills, including training and educating internal and external stakeholders on products and services
- Ability to build and maintain strategic relationships and craft solutions-focused sales strategies

- Extensive experience with Microsoft Office, Salesforce, and learning management systems
- Public speaking and training

EDUCATION

- **Murray State University (2014)** - completing courses in Business Administration
- **Langevin Learning Center (2009)** – Master Facilitator Certificate

ACTIVITIES

I am a church elder, husband, and father of four boys. My wife and I love the outdoors and enjoy traveling. I have played guitar since I was six years old and love classic cars (currently owning a 1967 Mustang convertible, 1975 Bronco, 1978 Ford F150 and a 1965 Mustang Coupe). I enjoy building and working on just about anything; it is a source of satisfaction to step back and see your creation.