

KEVIN J. COBB

122 South Ludlow Street
Worcester, MA 01603

Email:kcobb@questenergysolutions.com

SALES PROFESSIONAL

- Top producing sales representative with 22 years of experience maximizing sales within a highly competitive market.
- consistently met or exceeded sales expectations.
- Established genuine rapport with prospects and clients using comprehensive product knowledge to map out client needs and recommend appropriate solutions.
- Maintained a high level of customer satisfaction by providing excellent service and follow up leading to a high number of referrals and repeat business.
- Combined patience, determination and persistence to troubleshoot client issues and to ensure 100% satisfaction.
- Team player

WORK HISTORY

January 2008 – Present

Kevin J. Cobb & Associates, Inc dba / Quest Energy Solutions

Became a licensed registered broker within The State of Massachusetts for the sales of competitive electricity and natural gas. Developed a staff of thirty three sales professionals which canvas the all states.

June 2003 – December 2007

Kevin J Cobb and Associates

Incorporated Kevin J Cobb and Associates to develop a sales force to sell energy products from numerous generation sources as well as energy audit services for Energy Rebate, Inc., of Ashland, MA.

Increased Energy Rebate, Inc., revenues by 200%.

April 2002 – May 2003

Dynamic Energy Solutions, Harvard, MA.

Contracted on agent basis to sell energy through a broker for several suppliers

January 2002 – March 2002

World Energy Exchange, Worcester, MA.

Contracted on agent basis to sell energy.

TalenTree, Houston, TX (09/10/01-12/10/01)

Contracted to sell energy products for Enron, Inc Houston, TX. Enron was, at the time, the #7 Fortune 500 companies. During my tenure as an Enron representative, I maintained sales quota of 150 %, for which I was recognized. My duties were primarily outside sales to businesses through cold calling. Responsible for the business-to-business sales of ENRON electricity contracts throughout the state of Massachusetts.

Promoted to Sales Manager, November 2001

Trained and Coached team of 11 salespeople, utilizing company sales model to achieve outstanding results

August 1986-2006

CEO, K.C.'s COMMERCIAL CLEANING, WEBSTER, MA.

Responsible for all daily activities of running a janitorial service.

- * Trained and supervised a team of 23 employees.
- * Contract preparation and sales.
- * Retained long-standing accounts as well as 100 % customer satisfaction.
- * Sold business August 2006

EDUCATION

September 1991-December 1991

Northeastern University, Boston, MA.

Business curriculum.

September 1983- December 1983

Quinsigamond Community College, Worcester, MA

Business curriculum.

September 1979- May 1983

Bartlett High School, Webster, MA.

Graduated