

**Eric Owens**  
**365 E. Mithoff St. Columbus, OH 43206**  
**614-204-3742**  
**ericowens365@gmail.com**  
**linkedin.com/in/ericowens1**

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## Professional Experience

### ***Gold Star Energy, LLC***

*September 2012 – Present*

#### **VP of Residential Sales**

Responsible for managing our residential sales teams. Involved in establishing supplier relations, hiring, managing our own teams as well as the liaison to Third Party Vendors. Responsibilities also include marketing, payroll and handling supplier, utility and consumer complaints.

### ***Guardian Relocation***

*February 2012 - Present*

#### **Relocation Sales Consultant**

Responsible for selling solutions according to customer's needs and increasing sales for relocation services including household goods, employee relocations, office and industrial moving, trade show exhibits, international shipments, special commodities and storage/distribution. Generate own leads, schedule and coordinate customer moves and follow-up with customers post-move to ensure satisfaction. Proactively resolve customer concerns, complaints or customer service issues, as well as participate in other sales, marketing and networking activities to build my book of business.

### ***Columbus Chamber of Commerce***

*May 2011-December 2011*

#### **Business Development Representative**

Identify and prospect new member opportunities within assigned territory to achieve new membership and revenue objectives. Develop personal account management and communication processes to cultivate senior level contacts. Formulate forecasts, estimates and projections to build a pipeline that meets and exceeds new membership goals.

### ***CMH Magazine (1099)***

*January 2010- August 2010*

#### **Advertising Account Executive**

Prospected for and developed advertising partnerships for a new magazine in the Central Ohio market. Assisted clients with advertising strategy, ad message and creative development. Planned and implemented marketing events to grow awareness and increase advertising dollars in the community.

- My sales results enabled the magazine to expand from a bi-monthly to a monthly publication.

### ***Inline Productions***

*October 2009-May 2011*

#### **Business Development / Client Services**

Manage new and existing clients for a turn-key multimedia production house. Responsible for growing long-term relationships/partnerships. Entrusted with developing and implementing company marketing strategy. Assist with all aspects of shoots and post-production.

- Generated new revenue streams (Stowaways, We Decorate Columbus)
- Increased company's visibility by incorporating social media and pod casts to companies website.

## ***The Columbus Dispatch Printing Company***

*June 2007- October 2009*

**Key Account Executive- Education (July 2008 – October 2009)**

**Retail Advertising Account Executive (June 2007- July 2008)**

Managed and developed newspaper, magazine and internet advertising for existing and new accounts while building and cultivating client relations. Found ways for clients to maximize their advertising reach and frequency by identifying and implementing marketing solutions. Met and exceeded sales goals monthly by selling across all The Dispatch Printing Company properties.

- Entrusted to re-develop the education special section, Aspire. My efforts produced the highest grossing Columbus Dispatch special section ever.
- Met or exceeded monthly goal 24/28 months.
- Met or exceeded quarterly goal 8/9 quarters.
- Salesperson of the Quarter (Q4 2007)
- Certified in 3R Selling and Customer Focused Selling Pro.

## ***Wyeth Pharmaceuticals***

*March 2001-February 2007*

**Territory Sales Specialist (2004-2007)**

**Territory Sales Representative (2001-2004)**

Grew market share and revenue for the PPI, Anti-Depressant, Ace Inhibitor and IV antibiotic markets while managing my own territory with a diverse product portfolio calling on physicians, specialists and hospital settings. Developed new ideas and strategies to differentiate myself and my products from the competition.

- Ended 2006 at 108% of goal-Top 5% in Area.
- Consistently ranked in the Top 30% in Area and Zone.
- Member 2002 Sales POD of the Year in Ohio.
- Attained highest Share Growth rate in District, Area and Zone for Protonix in 2005.
- Attained highest volume growth in the District, Area and Zone for Altace in 2004.
- Promoted to Territory Specialist Level 2 by meeting sales goals and completing continuing education.
- Awarded Rep of the Quarter (Q3 2004).

## ***Innovex***

*December 1998- March 2001*

**Pharmaceutical Sales Representative**

Grew market share and revenue for the PPI, Anti-Depressant, Ace Inhibitor, Anti-Obesity, Injectable Antibiotic, Nasal Inhaled Steroid and Anti-Viral markets while managing my own territory with a diverse product portfolio. Developed new ideas and strategies to differentiate myself and my products from the competition.

- Grew Xenical "rank in nation" from 180 to 35 in Volume Change.
- Grew Rocephin "rank in nation" from 159 to 40 in Volume Change.
- Grew Demadex "rank in nation" from 350 to 48 in Volume Change as well as Percent Growth from -133% to 67%.
- Awarded for outstanding performance in BMI awareness campaign by implementing weight management workshops and programs to increase awareness.
- Attained highest market share in the region for Cedax Suspension

## ***Crossmark, Inc***

*March 1992-December 1998*

**District Manager (September 1996 – December 1998)**

Managed a sales team of 8 that marketed a diverse menu of OTC and other consumer products to mass merchandising customers. Mobilized sales team to achieve measurable goals and produce solid results. Grew the manufacturer's business by coaching and mentoring my sales team. Actively participated in sales presentations with upper management at the regional and corporate levels to bring in new accounts.

- Interviewed and hired new full and part-time personnel.
- Trained new personnel.

- Arranged and scheduled field contacts, assigned quotas and contest objectives and monitored sales representative performance.
- Ensured proper execution of the sales plan and manufacturer's expectations.
- Developed my sales team's product knowledge and expertise to build manufacturer's revenue.

**Senior Sales Representative/ Regional Trainer (August 1994-September 1996)**

In addition to meeting my sales goals, trained 14 new Sales Representatives for the Eastern Region.

**Sales Representative (March 1992- July 1994)**

Marketed consumer products to retail outlets. Consistently met or exceeded monthly sales quotas. Other responsibilities included tracking stock levels, line pricing and selling incremental displays for name brand lines, educating pharmacies and executing promotional activities at store, district and regional levels.

- Winner of 1996 Van Melle "Most Creative Display"
- Winner of 1996 Campbell Foods Distribution contest
- Winner of 1996 Schering-Plough sales contest
- Winner of 1996 Kal-Kan Distribution Drive sales contest winner
- Winner of 1993 Rhone -Poulenc Rorer sales contest
- Winner of 1992 Burroughs-Wellcome secondary display contest

## **Education**

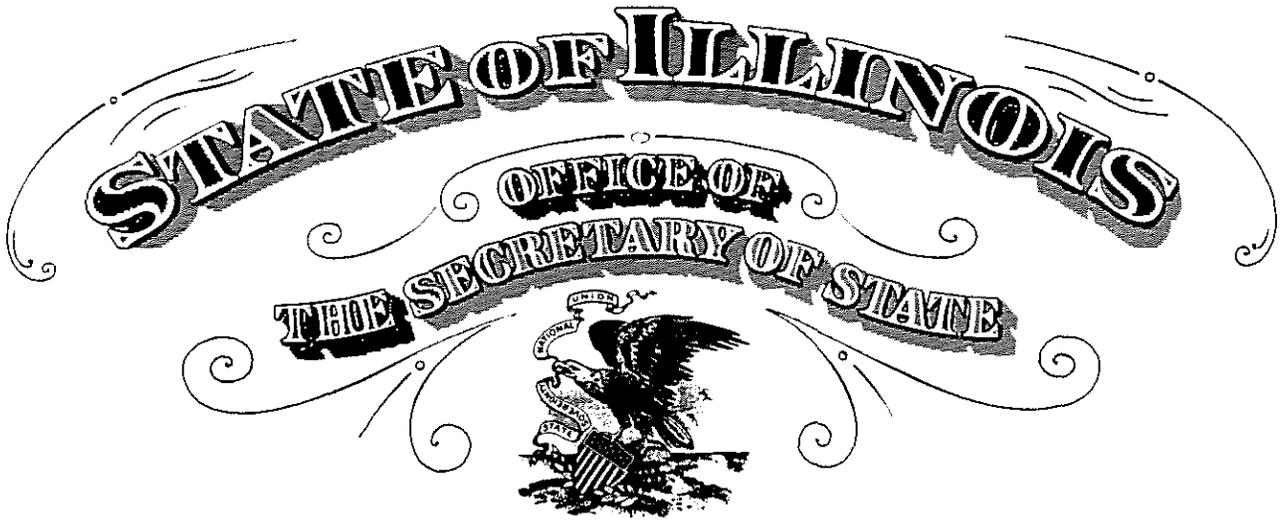
**OHIO UNIVERSITY, Athens, OH**

Bachelor of Science in Communication

Major: Interpersonal Communication

File Number

0560167-3



**To all to whom these Presents Shall Come, Greeting:**

*I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of Business Services. I certify that*

GOLD STAR ENERGY LLC, AN OHIO LIMITED LIABILITY COMPANY HAVING OBTAINED ADMISSION TO TRANSACT BUSINESS IN ILLINOIS ON MARCH 16, 2016, APPEARS TO HAVE COMPLIED WITH ALL PROVISIONS OF THE LIMITED LIABILITY COMPANY ACT OF THIS STATE, AND AS OF THIS DATE IS IN GOOD STANDING AS A FOREIGN LIMITED LIABILITY COMPANY ADMITTED TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS.

***In Testimony Whereof, I hereto set my hand and cause to be affixed the Great Seal of the State of Illinois, this 31ST day of MARCH A.D. 2016 .***



Authentication #: 1609100674 verifiable until 03/31/2017  
Authenticate at: <http://www.cyberdriveillinois.com>

*Jesse White*

SECRETARY OF STATE

ATTACHMENT B

