

Paul G. Gillen
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Overview

A highly organized, problem solving sales executive with well-honed, transferable skills. A creative revenue producer, an excellent communicator, presenter, speaker and concept seller with a proven track record

Key Achievements

- 2005 Michael J. Hanley Award – Hanley Wood Salesperson of the Year
- 2005 Outstanding Sales Achievement Award - Distribution Group
- 2001 Outstanding Sales Achievement Award - Distribution Group

Professional Experience

1998 – 2010 Hanley Wood, Chicago, IL

2009 – 2010 Regional Sales Director, Hanley Wood Market Intelligence

Primary responsibility was to sell an online strategic planning subscription targeted to builders and financial institutions. The product combined active and proposed subdivision information, aerial imagery and demographics to help manage risk and uncover new home building opportunities

1998 – 2009 Regional Sales Director, Hanley Wood Business Media

Print, online and conference product sales for a variety of business-to business brands serving the residential construction market

- Consistently exceeded all revenue and performance goals
- Contributed to the launch of EcoHome, an integrated print and online B2B product serving the sustainable housing market
- Successfully sold custom publishing projects under the El Nuevo Constructor and ProSales brands

1997 - 1998 Crain Communications Inc., Chicago, IL

Midwest District Manager, The Ad Age Group

Managed Midwest office consisting of two outside sales reps, a sales assistant, three inside sales reps and an inside sales manager while simultaneously running a seven state, four publication and two web site territory budgeted for \$1 million.

- Developed inside sales lead and share of market tracking system.
- Forged new relationships with and made major presentations to the members of the Dallas Internet Society, the Dallas and Houston chapters of the BMA in behalf of Business Marketing and the Chicago Chapter of the AICP in behalf of Creativity.

1996 - 1997 Lebharr-Friedman, Inc., Chicago, IL

Midwest Sales Manager, National Home Center News

Charged with ad sales for the leading publication in this rapidly consolidating retail market.

- Introduced sales-force wide database marketing tools to enhance trade show coverage and prospecting efforts.
- Achieved sales team's highest close rate on new custom publishing business.
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Education

B.A., Baldwin Wallace College, Berea, Ohio

References supplied upon request