

# Jeffrey A. Newman

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## PROFILE

- Accomplished management professional with senior management experience and exceptional computer and web design skills.
- Superior written and verbal communication skills with easy ability to interact with customers, vendors, management and staff.
- Understanding of basic finance concepts and ability to interpret financial statements.
- Technically proficient in MS Excel, MS Word, QuickBooks, HTML programming, PHP/MySQL web/database programming.

## EXPERIENCE

**INDYNETWORKX**, Indianapolis, IN .....2008-present

### Owner/Web Developer

- Built, managed, and hosted websites for local small businesses and not-for-profit organizations.
- Wrote custom PHP/MySQL programs for content management, user management, and email marketing.

**NEWMAN EQUIPMENT, INC**, Indianapolis, IN.....1987-2008

### President and CEO (1994-2008)

- Managed construction equipment distributorship with over 30 employees and approximately \$10 million in annual sales.
- Grew business over 40% in first 5 years as CEO.
- Developed and managed strong relationships with equipment manufacturers, customers, and lenders.
- Established company's first branch operation in Fort Wayne, Indiana.
- Managed over \$5 million in rental equipment inventory.

### Vice President Sales (1991-1994)

- Managed company's sales force covering the entire state of Indiana.
- Conducted regular sales meetings and sales training sessions.
- Developed online tool (intranet) for field communication and information delivery.

### Sales Representative (1987-1991)

- First sales representative for startup business.
- Built territory from zero to approximately \$2 million in sales in 2 years.

## EDUCATION

**INDIANA UNIVERSITY**, Bloomington, Indiana

**B.S. Marketing, 1984**