

# Rick Evans CSP

54 Carlson Dr  
Newmarket, ON, L3Y-6A9  
905.806.9988  
[Rick@RickEvans.net](mailto:Rick@RickEvans.net)  
<http://www.rickevans.net>  
<http://ca.linkedin.com/in/rickevanscsp>

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A self-motivated, enthusiastic and driven Certified Sales Professional (CSP). My sincere and honest consultative sales approach has been the anchor of my proven success. People trust me!

## Professional Strengths and Abilities include:

- Building and maintaining professional relationships
- Application of proven prospecting techniques
- Qualifying potential clients for a positive ROTI
- Sales presentation preparation and delivery
- Professional written and verbal communications
- Managing the sales process from prospecting to close
- Time management
- Consistent attention to detail
- Technical training experience
- Confident and Optimistic
- Outgoing, friendly personality
- Energy sales background

## Technical Skills

Competent in the use of the MS-Office suite of programs. Advanced level user of MS Excel. Expert level user of Adobe Photoshop and professional photography equipment. Proficient in the use of Prophet-5, DayLite and Maximizer-Plus CRM tools.

## Professional Experience

Saturn Power Inc. 2010 - Present  
**Account Manager**

- Offering solar electricity generation projects to clients in central Ontario.

Technical Standards and Safety Authority 2009 - 2009  
**Technical Services Advisor – Fuels Safety Program**

- Provided technical support to industry stakeholders and members of the public regarding fuel related codes and regulations in the province of Ontario.

Bryan's Fuel 2008 - 2009  
**Fuel Sales Representative**

- Grew sales of propane to residential and commercial clients using consultative sales methods and ethical, professional behavior.
- Consistently achieved a high level of customer satisfaction and trust by ensuring commitments are met and expectations are exceeded.
- Developed and implemented a plan for expanding sales in a new geographic area.
- Facilitated training of employees in propane and propane equipment handling.
- Provided technical support for propane installation and service departments.

- Value Propane 2007-2008  
**Fuel Sales Representative**
- Sold services, equipment and propane to residential and commercial end-user clients in central and southern Ontario.
  - Provided technical support for installation and service departments.
- LTS-Noremco 2005 - 2007  
**Outside Sales Representative - Propane Division**
- Equipment sales and technical support to the propane and anhydrous ammonia industry in Alberta, BC and Ontario.
  - Established a program for growing business by using industry training as a sales tool to propane retailers and wholesalers.
- Maxquip Inc. 2004 - 2005  
**Inside Sales Representative**
- Equipment sales and technical support to the propane and anhydrous ammonia industry in western Canada.
- National Energy Equipment 2002 - 2004  
**Sales Coordinator – Propane Division**
- Equipment sales and technical support to the propane and anhydrous ammonia industry in Alberta and Ontario.
- Superior Propane 1989 - 2002  
**Numerous Positions**
- Conducted showroom sales of consumer appliances and parts.
  - Managed \$1.2M of inventory, materials and supplies for internal consumption and retail sales.
  - Supervised from 2 to 20 employees, in both a union and non-union environment.
  - Negotiated vendor agreements for all property management and equipment maintenance in a multi-million dollar facility. Prepared and authorized accounts payables. Reviewed P&L statements and managed branch expenses to achieve maximum return on investment within budget.
  - Participated as an active member of safety committees from a worker as well as management perspective.
  - Facilitated all training for 85+ employees as required by government, industry, and the employer. Recognized by the Propane Gas Association of Canada and the Ontario Propane Association as an industry trainer.

## Education and Professional Development

Certificate of Completion	Professional Selling	C.P.S.A.
Certificate of Completion	Priority Manager	P.M.I.
Certificate of Qualification	Petroleum Mechanics Helper	T.S.S.A.
Certificate of Qualification	G1(LP) - Gas Fitter	T.S.S.A.
Certificate of Qualification	Automotive Service Technician	C.C.O.A.A.
Certificate of Qualification	Truck and Coach Technician	C.C.O.A.A.