

MARC ANGELILLO
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I am a diversified individual with over 20 years of successful sales, management and marketing experience. I am committed to the challenges of recruiting, training and developing a management staff to maximize productivity and growth.

PROFESSIONAL EXPERIENCE

Pacific Sunwear 12/00 - 11/01

District Manager - for seven stores in South Eastern Massachusetts and R. I.
Responsible for controlling and enhancing sales growth to meet and exceed a company sales plan.
Accountable for recruiting, hiring and placing all management team members.
Enforced and insured that all employees were adhering to the companies policies and procedures.

C.O.T. INC. Spring/Summer/Fall 1998, 99, 00

General Manager, Buyer and Merchandiser - for a six store specialty retail chain of sunglass and surf shops located throughout eastern Massachusetts and R.I.
Responsible for all of the advertising, marketing and promotional direction of the company.

Bolton Valley Holiday Resort, Bolton, VT. Winter 99-00

Worked as a seasonal consultant for the winter season in the marketing department.
Promoted to a Resort Merchandising Manager position which tied all revenue departments together.

American Ski Company/Sugarbush Ski Resort, Warren, VT. Winter 98-99

Retail Resort Merchandiser and Sales Trainer
Promoted to the Resort Revenue Enhancement Board and directed a Resort Merchandising Team.

Chisco Sports Accessories 1/98 - 6/98

Eastern Sales Manager
Hired, trained and lead a network of 26 independent sales representatives in 30 states. Developed sales programs, strategies, promotions and expanded distribution in multiple classifications of trades.
Added key accounts to the existing customer base. Contributed to product design.
Coordinated and orchestrated sales meetings, presentations and national trade show exhibits.

Marc Angelillo and Associates

Principal and Founder of an Independent Sales Representative Agency 1979 - 1997
Solely responsible for all aspects of selling, managing, marketing, regionally promoting and merchandising over \$ 60 million dollars of wholesale products for the following manufacturers over twenty years throughout New England. My agency was instrumental in facilitating the growth of the following company's business in addition to expanding a diversified account base.

Bole America, Denver, CO.

Represented company from its infancy and built the New England territory to account for 20% of the annual sales volume in the United States for over a continuous twenty year period.

Life Link International, Jackson Hole, WY.

Represented manufacturer (a.k.a. Croakies) since its inception and successfully grew its business to become the number one eye wear accessory company in the New England market place.

Body Glove International, Hermosa Beach, CA.

Responsible for growing a diversified line of clothing, wetsuits, licensees and products throughout New England, catapulting annual sales from \$100,000 to over \$4 million in a four year period.

Timex Sports, Middlebury, CT.

The first sales agency to represent the Timex Sports Division, bringing to market all aspects of sport specialty retailer.

Chisco Sports Accessories, Salt Lake City, UT.

Earned the number one volume producing sales agency in the country, five years in a row.

Freestyle USA, Camarillo, CA.

Awarded sales agency of the year in 1996 and controlled significant market share and growth.

World Enterprises Inc.

1995- 1997

Principal/Founder

Designed and developed three successful multi-million dollar lifestyle business establishments.

Marina Bay Surf & Sport, North Quincy, MA 1991 - 1996

Shoes, Shirts & Shades, North Quincy, MA 1993 - 1996

One World Surf & Sport, Boston, MA 1994 - 1996

SALES AWARDS

Bolle America - 14 years of awards for exceeding sales goals and excellence.

Chisco Sports Accessories - Awarded Sales Agency of the Year 1991, 1992, 1993,1994 and 1995

Timex - Awarded Sales Agency of the Year 1993

Freestyle USA - Awarded Sales Agency of the Year 1996

PROFESSIONAL AFFILIATIONS

Co-Founder and Board of Directors of The Marina Bay Business Associates

New England Sporting Goods Agents Association

New England Ski Representatives Association

Professional Ski Instructors of America

U.S. Ski Coaches Association

U.S. Professional Ski Tour

EDUCATION

University of Wyoming, Laramie, WY 1978

B.S. Communications and Public Relations

(Minor) Marketing and Management

INTERESTS

Antiquing, House renovating, Gardening, Skiing/Snowboarding, Surfing and Cycling.

REFERENCES

Available upon request