

Shane Somerville

Technical Sales Professional

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Professional Summary

Motivated and detail-oriented sales professional with a proven track record in managing and delivering on complex projects. I thrive in a dynamic environment and contribute across departments as needed to fill the gaps. I am seeking a growth-focused role within a flourishing organization where I can contribute my developed skills, take on new challenges, collaborate with a high-performing team, and achieve better results.

Work Experience

Inside Sales & Quotations

Emco Waterworks-Abbotsford, BC

January 2020 to Present

A seasoned sales professional in the construction industry, specializing in managing complex, large-scale infrastructure projects from initial quotation to final execution.

Project quotation & Follow-Through: Developed detailed and competitive quotations tailored to the unique needs of a project's construction plans, ensuring accuracy and alignment with customer goals. Individual projects garnered sales upwards of \$400,000, contributing to a robust annual sales quota of \$2.7 million in 2024, increasing year-over-year sales targets by 17%.

Municipal Specification Expertise: Supporting customers with over 8 years of expert advice and ongoing support for construction projects to ensure municipal guidelines are being followed, and offering ad-hoc support on problem-solving.

Team Player and Support: Certified with Forklift Operators Certificate and Emergency First Aid with CPR-R/AED. Health and Safety Champion advocating for a safe and proactive work environment in the office. Including ongoing employee training, effective monthly workplace inspection sports, and annual H&S Presentations to the District and Regional Managers.

Owner/Operator

Pixel Bay Design-Abbotsford, BC

April 2016 to Present

Freelance web designer and developer with hands-on experience creating and customizing modern websites for a diverse client base. Working with clients to modify existing sites or create new sites using responsive and user-friendly designs. My experience includes:

- **Website Creation & Modification:** Collaborate with clients to build new sites from the ground up or enhance existing ones using the latest layouts, features, and design trends.
- **E-Commerce Development:** Build and maintain online stores using WordPress and Shopify, optimizing for performance and providing ongoing user support.
- **Front-End Development:** Skilled in HTML, CSS, and JavaScript, ensuring clean, efficient code and seamless functionality over desktop and mobile platforms.
- **Graphic Design:** Proficient with the Adobe Creative Suite, producing high-quality visuals for web, flyer catalogs, and email marketing campaigns.

Inside Sales

Wolseley Waterworks-Abbotsford, BC

September 2018 to January 2020

First exposure to the municipal construction and waterworks industry. This role laid the groundwork for my technical and sales experience. Key responsibilities included:

- **Project Take-Offs & Quotations:** Assisted in preparing material take-offs and pricing for municipal projects, building foundational knowledge of municipal specs and product knowledge.
- **Branch Purchaser:** Managed inventory procurement and vendor coordination to ensure the timely availability of materials.
- **Inside Sales & Customer Support:** Provided responsive customer service via phone, email, and in-person interactions, supporting new, old, and municipal clients.
- **Shipping & Receiving Support:** Supported warehouse logistics and yard operations to maintain a smooth supply of goods. WHIMIS certified.

Key Accounts Manager

Ducan Products-Port Coquitlam, BC

February 2014 to September 2018

Versatile Sales Rep in the flooring and vinyl decking sector, with a strong blend of sales, technical support, marketing, and international business development.

Key achievements include:

- **Customer Sales & Support:** Delivered technical and warranty support via phone, email, and in-person consultations, ensuring high customer satisfaction and retention.
- **Program Development:** Supported a contractor training program for vinyl deck installations that generated over \$100,000 in seasonal revenue, enhancing brand loyalty with direct sales.
- **Global Market:** Managed and supported international presence of vinyl decking systems globally, including: UK, UAE, and Taiwan.
- **Sales Training & Education:** Trained hardware store staff with product knowledge and installation techniques on company products, improving field performance and reducing support issues.
- **Marketing & Website Management:** Maintained and updated the company website and brochures to reflect new product offerings and up-to-date specifications.

Education

Secondary School

Pitt Meadows Secondary School

2002

Skills

- I.T. Support (10+ years)
- Customer service (10+ years)
- Microsoft Office (10+ years)
- Account Management (7 years)
- Web Design & Development (7 years)
- Sales (10+ years)
- Adobe Creative Suite
- Graphic/Catalog Design (10+ years)

Languages

- English - Advanced

Links

<http://www.pixel-bay.com>