**Jered P. Boley, EMBA**

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**Qualification Summary**

Accomplished sales leader with sixteen years of experience working with a wide variety of clients in the construction, development and remodeling industry. Recognized in our industry for outstanding customer service, growth, and profitability. Received the Directors Achievement Award from Pella Corporation for outstanding leadership in the Retail Replacement Business Segment. Experience in working extensively inner-departmentally with Accounting, Customer Service, Operations, Order Entry, and Delivery.

**Skills & Expertise**

People Management Strategy Development Sales Management

Business Management Problem Solving P&L Statements

**Professional Experience**

**Pella Windows and Doors |** Des Moines, IA

General Manager (2019-)

* Identify and direct the development of both short and long-range strategic business and financial plans, and lead the overall strategic and financial planning process
* Responsible for coordinating and directing overall business activity as this position assumes full financial accountability for P/L for Prairie Pella
* Direct facility management team in the areas of hiring disciplining and termination in accordance with approved guidelines

Trade Commercial Sales Manager (2017 – Present)

* **Direct a sales force consisting of fourteen Representatives across Iowa and Illinois in driving top line revenue to achieve double digit growth year over year**
* Partner with Sales Representatives, Contractors, Remodelers, Architects, and Developers along with the outside Reps in providing window and door solutions for their projects
* Effectively lead team meetings, assisting in field work, and conducting 1-1 accountability meetings to ensure the goals of the organization are achieved
* **Strategize with other senior leadership and ownership of the organization to ensure companywide goals are met, overhead is controlled, and profits are maximized**

Retail Sales Manager

(2011 – 2016)

* Managed and coached a sales team of three to four Representatives to ensure the organization is achieving specific metrics throughout the year
* Lead quarterly meetings to discuss and implement key topics related to the selling process
* Worked alongside Sales Representatives during sales appointments to evaluate their progress and performance
* **My team achieved the distinguished President’s Club award in 2012. This award is given to only a few Pella sales teams in the country and is achieved by growth, profitability, and high customer satisfaction** **rating**

Retail Sales Representative

(2010 – 2011)

* Sold Pella products to homeowners in need of replacing their existing products
* Called on prospective clients that might be interested in replacing their windows or doors

Trade Sales Representative

(2004 – 2009)

* Sold Pella products to Contractors building single family residential homes
* Worked extensively on construction documents providing takeoffs to Contractors
* **Won the individual President’s Club award in 2005 and 2007. This award is given to the top ten percent of Sales Representatives across the country**

**Education**

Bachelor of Arts in Business Administration, Bethel University, St. Paul, MN, 2002

**Executive Masters of Business Administration**, University of Iowa Tippie College of Business, 2017