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Dale DuPree

421 W. 19th Ave.
Spokane, WA 99203

Objective: To use the skills and contacts I've acquired as a small businessman and pharmaceutical salesman to provide value to our community by promoting health.

Professional experience

GlaxoSmithKline Pharmaceuticals 8/03 – 2/09

Senior Pharmaceutical Sales Representative

- Responsible for territory management in E. Wash and N. Idaho
750 physicians, 85 pharmacies
- Ranked in the top half of salespeople in Region (21 reps) all 5 years.
- Learned and promoted 5 medicines in 4 therapeutic areas.

Window and Door Design (formerly Pella Products, Inc.)

Spokane, WA

Profile: privately owned, wholesale/retail supplier of windows and doors,
5 person management team, 45 employees, \$6.5mm in sales, five
locations in Eastern WA and North ID.

President/Owner 1/93 – 5/03

- Grew sales from \$4.2mm to \$6.5mm in three years.
- Personally was responsible for 12 key clients, representing 30% of our company's annual sales.
- Maintained either first or second highest market share for each of 8 years out of the 13 Pella distributorships in the western region.
- Ranked one of the top two Pella distributorships in the region for customer satisfaction for 6 years in a row and top 10% nationally.

Assistant Manager 4/92 – 1/93

- Created and directed a \$75,000 marketing campaign which helped increase sales by 15%.
- Improved accounts receivable aging by 30% in 60 days.

Outside Salesperson 4/88 – 4/92

- Ranked in the top half of all salespeople for sales volume every year.
- 2nd highest closure rate in the company for 3 out of 4 years.
- Four year average closure rate of 39.88% was highest in the company and in the top 10% nationally.

Inside Salesperson 10/85 – 4/88

Community activities

Boy Scouts of America Executive Board, Davenport Arts District Board, Camp Spalding Board, Owners Circle Founder, Rotary Club 21, Spokane Marketplace Board.

Education

BA in Business Administration Washington State University, 1985

References

Available upon request.