

# Paul Castellarin

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## Sales & Business Development Professional

*Growth-focused and top-performing professional with extensive experience in sales, business development, and customer service within physical security sector. Proven history of success in conducting market research and identifying and securing lucrative business opportunities. Recognized for surpassing sales targets, boosting revenue, and achieving customer satisfaction. Excel at building relationships by collaborating with other teams.*

### — Areas of Key Emphasis —

- Sales Management
  - Territory Management
  - Technical Documentation
  - Business Development
  - Team Building
  - Revenue Growth
  - Customer Service & Satisfaction
  - Cross-team Collaboration
  - Rapport Building
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## Signature Achievements

*Boosted-up territory sales by 8% to \$4.2M over target.*

*Maximized sales for client from approx. \$90K to over \$500K.*

*Doubled installation revenue from national account customers by delivering excellent services.*

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## Professional Experience

**Territory Sales & Business Development Professional** | Johnson Controls Inc., Hamilton, ON (11/2019 – 6/2020)

Performed designing and selling of electronic security systems for a number of medium to large businesses. Covered Hamilton/Niagara Falls territory.

*Key Accomplishment:*

- Enhanced company sales and revenue by providing excellent customer services.

**Territory Sales & Business Development Professional (Mechanical & Electronic Door Hardware Market)** | Jovan Security Distributors, Toronto, ON (5/2018 – 10/2019)

Completed selling of numerous mechanical and electrical door hardware products to locksmiths, security system integrators, institutions, industrial/commercial entities, and governmental organizations. Covered territory of Southern Ontario including GTA, Hamilton, Niagara Region, Guelph, Kitchener-Waterloo, London to Windsor, and Sarnia.

*Key Accomplishment:*

- Maximized territory sales by 8% over quota to \$4.2M in first year.

**Consultant (For Growth Phase Electronic Security Company)** | Self Employed, Toronto, ON (5/2015–5/2018)

Supported sales teams to plan and install security systems. Expanded partnership opportunities with numerous property developers, property managers, condo corporations, construction managers, and etc. Built and implemented cross trainings and referral programs for sales teams and CSRs. Designed, sold, and installed a variety of electronic security systems, including (but not limited to) CCTV, alarm, access control, entry control, CO detection for numerous new condominium builds, and retrofits. Established installation, service, and maintenance processes. Initiated financial programs and reporting procedures.

*Continued...*

## *Key Accomplishments:*

- Enhanced sales for client from approx. \$90K in first year to over \$500K in third year.
- Expanded client market from retro fits to new builds by penetrating new condo development market.

**Territory Manager/Account Executive** | Diebold Inc., Mississauga, ON.

(3/2014 – 3/2015)

Worked with multiple big and small enterprises on service and installation issues for products including software house, Lenel, and Avigilon.

## *Key Accomplishment:*

- Designed and sold electronic security systems to Large Account clients in the GTA.

**Regional Account Executive & National Accounts Manager/Commercial Sales** | Gunnebo Canada Inc., Brampton, ON.(10/2009 – 3/2014)

Managed sales of multipoint and software-based systems for loss prevention. Mitigated risk for regional accounts and variety of national accounts. Successfully finished selling of entry control products, including security revolving doors, turnstiles to architectural companies, and general service provider. Finalized documentation of business practices and activities.

## *Key Accomplishments:*

- Achieved and surpassed sales quota four of five years.
- Surpassed sales quota of last three years by 22%.
- Doubled installation revenue from national account customers.

## *Additional Experiences:*

**Territory Manager/New Business Development, Industrial/Commercial Sales**, Chubb Security Services, Inc., Mississauga, ON

**New Business Development, Industrial/Commercial Sales**, ADT Security Services Canada, Inc., Mississauga, ON

**Director, Business Development**, Otiumation Inc., Toronto, ON

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## Education

**Bachelor of Arts, English Literature**

University of Waterloo, Waterloo, ON