

SSWA FUTURE LEADERS
SPONSORSHIP APPLICATION

Personal Information:

Name: Michael Lindsey Date: 05-28-2025

Contact Information - Email: mlindsey@rjschinner.com Phone: 281-364-5861

Date of Birth: 05-09-1991 Years Employed in Sanitary Supply Industry: 8

Company: RJ Schinner

Position: Sales Representative

Company Mentor/Sponsor: Tim Scott

In addition to submitting your resumé, introductory video, and letter of nomination/recommendation, please complete the following information as applicable:

Volunteer Activity:

Please list the name of institution, dates of volunteer work, description of volunteer work, and why it is important to you.

Throughout the year I pack meals, serve meals, and coordinate kids activities for Thrive Church

It is important to me to maintain a servant mindset of helping others.

Work Activity:

Please list all current and past employment (include dates). For each job describe the nature of your position and any management positions held.

RJ Schinner-Sales Rep-July 2019 through Present-->Responsible for development and retention of ke
in the South Central Region

Essendant-Sales Consultant II-Jan. 2017 through June 2019-->Responsible for development and ret
in the West Region

Personal Accomplishments:

Include any accomplishments that you would like to be considered in evaluating your application.

2020 Rising Star Award, 2021 Sales Rep of the Year, 2022 Sales Rep of the Year

MICHAEL LINDSEY

29406 Ella Larchmont Ct. Katy, TX 77494 | C: (218)341-7138 | michael.lindsey49@gmail.com

SUMMARY

Customer champion who maintains elevated level of professionalism, patience, and efficiency to minimize customer dissatisfaction and increase customer loyalty. Results driven and self-motivated professional that aligns goals with company agendas to achieve success.

HIGHLIGHTS

- High customer service standards
- Process Improvement
- Account Development
- Conflict resolution proficiency
- 2020 Rising Star Award
- Employee relations
- Brand awareness development
- Team Building
- Contract Negotiation
- 2021,2022 Sales Rep of the Year

EXPERIENCE

07/2019 to Present

Sales Representative— Houston, TX

Responsible for development and retention of key accounts in the South-Central Region. Continue sales growth through vendor/distributor relationships. Work with key decision makers to continually improve offering and improve support for end user penetration. Prospect and opened new customers based on core company values and capabilities.

01/2017 to 6/2019

Sales Consultant II/Business Development

Essendant— Suwanee, GA

Responsible for development and retention of key accounts in the West Region. Consistently hit sales goals set down by VP of Sales. Negotiated contract pricing with manufacturers and strategized promotional campaigns. Prospected and opened new customers based on company value proposition.

07/2016 to 01/2017

Manager Trainee

Supreme Retail Solutions — Dunwoody, GA

Delivered exceptional account service to strengthen customer loyalty. Built and interviewed my own team to serve as a support level group.

03/2013 to 06/2016

Support Operations

Murphy USA corporation — El Dorado, AR

Provided support to company personnel. Resolved customer complaints and concerns with strong verbal and negotiation skills. Built and maintained successful relationships with service providers, dealers and consumers. Trained new employees and explained protocols clearly and efficiently. Developed documentation for common processes for both support staff and end-users.

EDUCATION

2009

High School Diploma

Maple High School — Maple, WI

General Education

UW-Wisconsin Eau Claire — Eau Claire, WI

2009-2010 Transfer

Business

UW-Barron County — Rice Lake, WI

2010-2012 Transfer

Business

South Arkansas Community College — El Dorado, AR

2015-TBD

