



DAVE SLUSHER

Summary

Sales leader with a proven track record at Harlow - HRK Sales & Marketing, driving significant market share growth through strategic initiatives and effective team training. Expertise in data-driven decision making and relationship building enhances business development and aligns with corporate objectives. Results-driven sales manager bringing several years of experience in product development, promotion and optimization. Skilled in developing lasting client rapport based on knowledgeable support and consistent service. Demonstrated success in building networks and supporting branding objectives.

Skills

- Sales strategy and data-driven decision making
- Performance metrics and coaching techniques
- Team leadership and cross-functional collaboration
- Customer acquisition and relationship building
- Complaint resolution and interdepartmental collaboration

Experience

Harlow - HRK Sales & Marketing |
Newport, KY
VP of Sales and Business Development
07/2000 - 01/2021

- Directed regional and local sales teams.
- Developed metrics to monitor sales team performance against objectives.
- Performed industry research to uncover trends and competitive threats.
- Achieved increased market share via effective team training strategies.
- Worked with diverse teams to align sales strategies with company goals.
- Forged strategic partnerships with suppliers and key clients for sustainable business advancement.

Education and Training

University of Cincinnati | Cincinnati, OH
High School Diploma
05/1977

Volunteer History

- Newport Kentucky High School - I took part in organizing company activities as well as helping in community activities for the local school district. Activities included a lunch buddy program as well as building outdoor picnic tables for the school district.
- NAMI Southwest Ohio - Volunteer Family to Family teacher / facilitator since 2016
- 25 F2F classes (300+ families) taught since 2016
- NAMI Southwest OHIO Volunteer of the Year 2020
- ETS - 91 to date; all 3 modules; since 2021
- CIT - 23 sessions since 2021
- StigmaFree - 5 sessions 2024/2025
- CE events - 8