

LARRY E BURKLOW

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OBJECTIVE – To join an organization that places their clients' satisfaction above all else, provides ever-changing challenges and offers advanced opportunities based upon outstanding performance.

SUMMARY OF QUALIFICATIONS

Highly motivated, creative, and versatile sales professional with over 14 years of sales experience with products ranging from residential real-estate, electric power generation equipment, industrial electrical equipment and construction equipment. Excellent management, negotiation, and public relation skills.

Over \$25 million in career personal sales, with products ranging from \$10,000 to \$1.3 million.

Attended Dale Carnegie, Charles Karrass Negotiations, and Total Quality Management courses
CATERPILLAR Proprietary Negotiations Courses

TECHNICAL SKILLS

Extremely proficient with Microsoft Office 2006 (Outlook, Word, Excel, PowerPoint), ACT 2006, High Impact Email Professional, Basic Website Design, Internet Research, Digital photography, Basic proficiency with Adobe Photoshop CS2, ULEAD Video Studio 9.0

General construction & electrical background achieved through various military, civilian, and on-the-job training over a 15 year period.

Member: Texas Association of Realtors, Austin Board of Realtors, National Association of Realtors In-Active Texas Real Estate License

July 2008 – Present (Texas CLB Enterprises LLC)

Co-owner (with my wife Cecilia) Cougar Cleaners & Cougar Copy Pack n Ship in Jarrell, Texas
Currently adding current offerings to include more business oriented services as well as a pickup and delivery service to the dry-cleaning side of the business.

Also place and service vending machines that in part benefit the National Childrens Cancer Society.

Sep 2007 – June 2008 (Swiftrock Financial Inc)

Senior Debt Analyst – consulted with consumers in financial distress regarding the negotiation of a reduction of principal in the amount of their personal and business debts.

Achieved over \$100,000 in service fees in my 1st full month, joining the \$100,000 club.

Promoted to Senior Debt Analyst in my third month.

Oct 2006 – Dec 2007 (The Premiere Team at Keller Williams Realty) Position: Realtor®

Territory: Austin & Surrounding area

Jan 2005 – June 2006 (Prudential Locations LLC) Oahu, HI

Position: Realtor Associate® Territory: Oahu, HI

Prospected for clients using various methods including, Open Houses, Email Newsletter, Web-Page, Color Flyers and Postcards, Retail outlet shifts, and Central Floor shifts. Followed through with clients

and coordinated transactions from escrow opening to close. Closed 12 escrows during the year 2005, average agent in Hawaii closed 4.7 according to statistics. Sales ranged in price from \$136,000 to \$740,000 and included both Single Family Homes & Condominiums.

Recognized at Prudential National Conference for achieving "Prudential Honor Society" Participated & Supported Prudential Foundation (Non-Profit) Activities

May 2002 – Dec 2005 (Hawthorne Power Systems, formerly Pacific Machinery), Oahu HI Position: Sales Representative Territory: Hawaiian Islands Products Sold: CATERPILLAR Emergency Power Systems & Associated Electrical Switchgear, Toshiba Variable Speed Drives, 3 Phase Electric Motors, & Battery based UPS Systems and Active Power Flywheel based UPS Systems. Prepare and deliver proposals and presentations to new and existing customers. Form consultative relationships with electrical engineers and contractors helping to influence the inclusion of our products in the specification during design and bid phase of projects.

July 1993 – May 2002 (Pacific Machinery, Inc.) Guam, USA

Position: Engine Sales Manager, Western Pacific Territory: Guam, CNMI, FSM, Palau, Marshalls Products Sold: CATERPILLAR Emergency Power Systems & Associated Electrical Switchgear Form consultative relationships with electrical engineers & contractors helping to influence the inclusion of our products in the specification during design phase of projects. Prospect for new contractor clients, negotiate projects and oversee shipping and delivery. Responsible for training new Engine Sales Representative for western Pacific region. Provided installation assistance to electrical & mechanical contractors during equipment installations. Promoted to Hawaii headquarters in 2002.

June 1988 – June 1993 (U.S. Navy)

Position: Operation Specialist Petty Office 2nd Class – Honorably Discharged in 1993. Served as Combat Information Supervisor, Participated in Desert Shield & Desert Storm Conflicts. Supervised staff of 8-14 personnel. Achieved rank of E-5 in only 2.5 years through outstanding performance and accelerated advancement program. Normal time required to achieve rank of E-5 is 4.5-5 years. Held 'Secret' Clearance.

Well traveled and comfortable interacting & negotiating with different cultures. Travels include Western USA, Canada, Mexico, Chile, Brazil, Australia, Japan, Philippines, Pakistan, Thailand, United Arab Emirates, Bahrain, Federated States of Micronesia, Republic of Palau, Marshall Islands, Commonwealth of the Northern Marianas, Guam & Hawaii.

In my spare time I enjoy spending time with, my lovely wife Cecilia, enjoying a nice glass of wine while socializing with friends, traveling, and digital photography.

Salary & Commission History / References – available on request



My Business Philosophy: Always Exceed the Client's Expectations.