

# JOSH CURTISS

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## SALES & BUSINESS

Educated and hard-working Sales & Business professional with experience, education, and training in all aspects of business development, operations, sales, marketing and customer service. Excellent aptitude for retention and detail-oriented. Strong written and verbal communication skills. Known as the "go to" person to get things done. Additional qualifications include:

- Business Models & Strategic Planning
- "Outside the Box" Approach
- Finance & Economics Education
- Sales & Marketing Leadership
- Staff Management & Retention
- Online Gaming Professional

## EDUCATION & ACTIVITIES

**BA, Economics**, OHIO STATE UNIVERSITY, Columbus, OH—*pending graduation 2009*

Relevant Coursework: *Management Skills... U.S. Business & Econ History... Economics of Health Care... Analysis of Labor Markets... Intro to Marketing... Econometric Methods... Survey of Finance... International Economics... Accounting Concepts... Money Bank & Financial Markets...*



**Captain & Member**, OHIO STATE UNIVERSITY VOLLEYBALL TEAM, 2005 to 2009  
(2004-05 High School Volleyball State Champion)



**Ranked in the Top 9-Ball Online Bowling Players in the World**—Played over 50,000 lifetime tournaments; remain one of the Longest Active Playing WorldWinner Accounts. Funded education with winnings.

## PROFESSIONAL EXPERIENCE

JCC MARKETING, Attica, MI 2002 to Present  
*Parent company of Curtiss Equipment, eastern Michigan's leader in outdoor power sports, and lawn and garden equipment.*

**Operations Manager** (2008 to Present)

**Sales Manager** (2007 to 2008)

**Parts Counter Sales** (2004 to 2005)

**Seasonal Assistant** (2002 to 2003)

Took over the daily operations of this family-owned ATV, lawn and garden company while continuing studies full time at Ohio State University. Played key roles in several areas of the company including sales, marketing, and service. Supervised staff activities. Created sales strategies and marketing campaigns that focused on Cub Cadet and Polaris lines.

- ▶ Drove sales from \$2.1 million in 2007 to \$2.5 million in 2008, despite an unstable economic market.
- ▶ Established and launched corporate website: [www.curtissequip.com](http://www.curtissequip.com)

CURTISS LAWN CARE, Attica, MI 2005 to 2008

**Owner**

Launched a full service professional lawn care service with 2 employees, and 18 regular accounts, 8 of those being commercial in the Sanilac County area. Sold company in 2008.

STUDENTTOWN.COM, Columbus, OH 2006 to 2007

**Campus Manager**

Worked on campus recruiting, training and managing sales representatives. Collaborated with regional Manager to promote site and increase sales.

NEW LOOK LAWN CARE, Sandusky, MI 2003 to 2004

**Crew Manager**

Supervised a crew of 3 employees, scheduled routes and worked with owner of this premium lawn care company.