

James J. Aikman

819 Virginia Street, Suite #2307, Seattle, WA 98101
E: James@JamesAikman.com P: (801)-244-1144

Objective

Motivated candidate seeking a professional position which allows opportunity for corporate growth.
Willing to relocate for a challenging / rewarding position.

Job Experience

Principal Payment Network, LP. Seattle, WA
National Sales Manager 2007-Present

- Responsibilities included direct sales & indirect sales involved with selling corporate products. Accountable for Dealer contracts in relation to Equity Driver program. Educated internal management on product inquiries & expansion with client relations.

J.D. Power & Associates Westlake Village, CA
National Retail Recruiting Manager 2001-2007

- Integrated promotional Marketing strategies to assertive Automotive Retailers throughout the North America Regions. Extensive travel required to frequent Dealer Market Areas. Constructed & maintained internal task groups with Power Information Network PIN products. Operational training with outside vendors & internal employees on technical information with PIN portal usage. Implemented LaneLogic & ProTracking in alliance with JD Power Information Network. Actively involved in the development & forecasting of new product development.

Discover Advertising Sandy, UT
Marketing Coordinator 1999-2001

- Created innovative promotional marketing strategies, designed & placed advertising objectives for Automotive Clients. Forecasted sales & pricing objectives for media advertising companies in the Salt Lake Region. Incorporated purchasing tactics with Media Buying Academy, which involved training on public relation materials through multiple workshops.

Ertley MotorWorld Wilkes-Barre, PA
Assistant Marketing Manager 1985-1999

- Enhanced knowledge on motor products & distribution strategy for local Automotive vendor. Consulted product interest with consumer demands daily. Assisted employees with public relations & work ethics. Incorporated AutoByTel service with internal employees for accelerated working methods. Communicated promotional objectives & market strategy with several advertising agencies.

Education

- Kings College, Wilkes-Barre PA
Bachelor of Science & Business Administration, 1992

Technical Skills

- Microsoft Office (Access, Excel, Outlook, PowerPoint, Word, Publisher),
ProTracking, PowerMenu & GoldMine

Personal Interest

- Golfing, Running & Skiing

**References upon Request*