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Curtis E (Trippy) Saxton

SKILLS

Enthusiastic Sales and Customer Service professional with expertise in communication, negotiation, building strong customer relations and teaching skills to sales associates. Driven to provide superior quality customer service. Innovative in leveraging knowledge of products and services as well as creating solutions for customers to drive loyalty, retention and revenue.

EXPERIENCE

Mississippi State University, Starkville, MS

1975 – May, 1977

Physical Education

Meridian Community College, Meridian, MS

1973 – May, 1974

General Coursework and Education

BSN Sports, Addison, TX

July, 2017 - Present

Business Development Representative

Branch Manager of 14 Sales Professionals

- Constantly communicated with customers, vendor programs, sales pros via computer, Email, order entry, zoom, Microsoft team, approved SAP Concur, Excel, Spreadsheets
- Organization and scheduling of National and State Sports and Coaching shows
- Continued to build new and existing relationships over the years
- Supporting sales professionals in A/R collections
- Introduced existing and new customers to new products and successfully built and

fostered customer relationships

Russell Athletic

November, 1985 – May, 2017

Sales Professional

- Entered custom uniform orders into computer programs
- Led Sales Force in custom orders and stock orders for many years
- Mentored and taught my accounts on order entry to receive rebates
- Led detailed PowerPoint Sales Presentations to my account base
- As a Sales Representative held presentations to Dallas ISD, Ft. Worth ISD and many other large school districts in the Dallas/Ft. Worth area
- Grew the Mississippi territory \$1,500,000 in 1 year
- Opened up the first college bookstore account for Russell Athletic at Mississippi State University
- Sold a \$1 million order to the Dallas Cowboys in 1993 – Super Bowl year
- Designed Football Arena League uniforms and won best design
- Entered all travel expenses into Salesforce.com
- Tracked and entered mileage into Runzheimer Tracking Program

H B Hughes Company

July, 1978 – November, 1985

Sales Professional/Marketing Associate for Adidas

- Finished in Top Ten in Nocona Glove Sales
- Led in Sock Sales for Russell National
- Worked SEC Tennis Tournament for Adidas
- Conducted Store Seminars for Adidas shoes and textiles
- Represented H B Hughes at the College level in promotion sales

Meridian Community College

1973 - 1974

Teachers Elementary Physical Education position

- Business Plans
- Special Program at local elementary schools – taught motor movement skills, sports and games and conducted competitions among various schools and setup track meets
- Elementary Teacher of the Year

Accomplishments

1973 - Present

- Elected to Fresh Water Supply District, May 2022
- Margaret McKown Distinguished Service Award – Texas Girls Coaching Association, 2022
- BSN Texas Legend Award, 2018
- Salesman of the Year – numerous years
- Russell Athletic Most Volume Award
- Russell Athletic Largest Growth Award in 1 year
- Tennis Team, Mississippi State University
- Finalist Junior College Tennis Tournament/Player of the Year