



JASON ALLEN

Coast Southwest, Inc.

WHY I LIKE INDUSTRIAL DISTRIBUTION:

I have the opportunity to meet interesting people everyday. I am always learning about new technology and seeing how products work on a scientific level. With industrial distribution, companies can sell a wide variety of products. There is always something I can offer to companies to help them succeed in their industry.

ADVICE TO JOB SEEKERS:

Try to learn as much as possible about all the products you work with. Make friends with the technical people that work within the company. In this industry, you are constantly learning and seeing new products. Make sure to budget your time well enough to study your products.

A WORKING HISTORY

2002
Graduated Lehigh University
 ▶ Major in Molecular Biology

2002
Roche Diagnostics
Scientist
 ▶ Worked in Manufacturing, raw materials management, maintenance

2005
Fisher Scientific
Inside Sales
 ▶ Business to business (B2B) selling organic materials to pharmaceutical companies

2008
Induchem USA
Sales Coordinator
 ▶ Sales, marketing, and business planning

2010
SE Tylose
North American Sales Manager
 ▶ Focused on sales and marketing for personal homecare industry

2012
Coast Southwest, Inc.
Technical Sales Rep
 ▶ Sales role in Northern California territory

2015
Coast Southwest, Inc.
Regional Sales Manager
 ▶ Focuses on business planning and long term growth development
 ▶ Sales manager for Northern California and Pacific Northwest