6105 Arbor Street
Cheverly, Md 20785

301-773-3289

David Baker

Experience

2001-2003 — Westwood Pet Center — Bethesda, MD

Store Manager

- Increased annual sales by 9% year 2001-2 and 8% 2002-3
- Hire and train new employees
- Introduced new products and pets, weekly ordering for store, prepare and analysis inventory

1996-2001 — C & G Moving & Storage — Chantilly VA
Sterling Northamerican — Falls Church VA
Alpine Transfer — Alexandria VA

Household Goods Sales Manager

- Increased sales from $250K to over $1 million.
- Prepared, submitted & secured contracts for services to 3 Fortune 500 companies by preparing a special tariff schedule.
- Implemented training course for moving crews.
- Prepared bids, estimates to customers and prepared invoicing.

1994-1996 — General Cage — Elmira IN

Mid-Atlantic Regional Sales Representative

- Sales to all retail stores for General Cage products
- Opened 3 new distributorships, one in Maine, Massachusetts & RI

1991-1994 — McNamara Distributors — Upper Marlboro MD

V.P. Sales

- Expanded territorial sales in pet supplies / products from $7.5M to $10M over 3 year period
- Developed Excellence In Sales training course.

Additional Experience

1985 - 1991 — Companions Pet - Store Manager - Wash DC
Dr's Pet Center - Store Manager - Wheaton MD
Quik Shop - Store Manager - Bryans Rd MD

Education

1970–1973 — Mt. Pisgah Academy — Ashville NC

References

Upon Request

BZA
Case No. 17092
Exhibit No. 48

Board of Zoning Adjustment
District of Columbia
CASE NO. 17092
EXHIBIT NO. 48