

# William F. Kelly

Lake Wharf Road, East Hampton, NY 11963  
(631) 700-3444 ▪ Cell: (631) 888-2500 ▪ Email: yachtsforu.net

---

## **PROFESSIONAL YACHT SALES BROKER**

*25 years of success in negotiating the sale and facilitating the purchase of world-class yachts.*

A highly motivated Business Management Professional / Entrepreneur with operational management experience in retail and account management. A natural leader and self-starter with proven ability to identify and capture sales opportunities and use recession-proof tactics to increase revenue.

Maintain focus on achieving bottom-line results while formulating and implementing business solutions to meet a diversity of customer needs.

### **Outstanding Accomplishments**

- **Advanced sales** from \$20 million in 2003 to \$45 million in 2007, Yacht Inc., 1998-2008
- **Increased market share** from 25% to 80% within eight month period, Rents-Are-Us, 1998

<b>Core Competencies Include:</b>		
Leadership	Financial Analysis	Cost Management
Organizational Management	Customer Relationship Management	Budget / P&L
Vendor Relationship Management	Revenue & Profit Maximization	Forecasting

### Education

Long Beach State University, Long Beach, CA, Bachelor of Science Degree in Financial Management

### Professional Experience

YACHT INC., *East Hampton, NY*

**Sales Manager**, November 1998 to February 2009

- Accelerate revenue growth over five-year-period advancing sales from \$20 million in 2003 to \$45 million by 2008. Supervised sales team of 36 people.
- Encouraged sales through influential selling, building customer relations, and serving as a problem-solver and resource to customers and sales staff.
- Assisted in finance department with cost accounting.

RENTS ARE US, *East Hampton, NY*

**Outside Sales Representative**, January 1998 to August 1998

- Promoted and grew multiple yacht sales as independent sales representative, and met or exceeded revenue goals.
- Store achieved increase in market share from 15% to 80% within eight month period of employment.

KELLY ENTERPRISES, *East Hampton, NY*

**Loan Officer**, May 1993 to December 1997

- Generated and called on existing leads, consulted for different loan packages, took applications, and structured, qualified, and closed loans.
- Provided individual consultation and coached customers through every step of the application process.