BRADEN **HICKMAN**

Business Development & Resources

Regional Territory Sales / Business Development / Software & Web Development

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PROFILE

Sales and business development professional combining North Texas territory experience with community networking and independent web development. Background spans client prospecting, dealer relationships, product education, and multi-location retail leadership.

CORE EXPERTISE

Client prospecting
Business development
Territory management
Dealer relationships
Community networking
Product training
Sales support programs
CEU event coordination

TECHNOLOGY & TOOLS

Web and software development
Microsoft Excel and Office
Shipping and logistics

PROFESSIONAL EXPERIENCE

Web & Software Developer

The BG Studio

Mar 2026 - Present | Self-employed

- Create websites and develop software-based processes through an independent development business.

Business Development Manager

AlphaGraphics

Mar 2025 - Jul 2026

- Prospected new clients and built relationships to develop sales opportunities.
- Provided customer service, addressed client questions, and supported ongoing relationships.
- Met prospects and built local connections at community gatherings.

Territory Sales Manager

Innovative Sales & Marketing

Jan 2023 - Feb 2026 | North Texas

Represented Emtek Products, Fiberon Decking, Taymor, and Yale Home.

- Managed North Texas sales and marketing, developing relationships with dealers, manufacturers, and distributors.
- Trained sales associates and created sales tools and programs to support annual growth goals.
- Organized and presented continuing education (CEU) events; addressed technical and hardware concerns in the field.

General Manager

The UPS Store

Jul 2018 - Dec 2022 | Prosper, TX

- Oversaw daily operations across multiple locations, supporting sales teams and customer service.
- Interviewed, hired, and developed staff; created workflow procedures to organize daily tasks.
- Prepared quotations and sales orders, coordinated deliveries, and resolved customer concerns.