

Jeff Hickman

SENIOR KEY ACCOUNT MANAGER

Manufacturer Relations / Independent Sales Rep / Consultant / Business Development

Dallas-Fort Worth Metroplex

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01 PROFESSIONAL PROFILE

Independent manufacturers' sales representative and senior key account manager based in Dallas-Fort Worth, with 35+ years of experience. Has served Innovative Sales & Marketing since 1989, with longstanding manufacturer relationships. Recognized by clients and managers for professionalism, work ethic, responsiveness and commitment to customer relationships.

02 PROFESSIONAL EXPERIENCE

Innovative Sales & Marketing

Senior Key Account Manager

Jul 1989 - Present

1989 - 2011 Regional Sales Manager - Houston, TX

2011 - 2023 Regional Sales Manager - Dallas, TX

2023 - 2026 Sr. Key Account Manager - DFW Market

Independent manufacturer representation (Luxury plumbing & Hardware showrooms) | Dallas-Fort Worth Metroplex
Manage key accounts across Texas and DFW in the luxury hardware, plumbing showrooms, and distributors. Totaling \$10,000,000 in sales.

03 SELECTED SALES ACHIEVEMENTS

- Generated 1.5 million Custom Home Builder contracts in the 3rd quarter of 2026-2027.
- Won contact for 2 Boutique Hotels with builders hardware accessories for 2026.
- Conducted monthly product knowledge and certified CEU courses on a regular basis.
- Developed a sales portal crafted for key information, sales tracking, and order processing for top key accounts within the DFW territory.

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MANUFACTURER REPRESENTATION & CREDENTIALS

04 MANUFACTURERS REPRESENTED

Current Representation

- American Brass & Crystal
- HamatUSA
- Emtek Products
- Yale Locks (Pro Division)
- Taymor
- Schaub & Company
- Gatco

Past Representation

- Belwith
- Artos
- Design House
- Fiberon
- TimberTech
- Feeney

05 CREDENTIALS & SALES TOOLS

- Sam Houston State University
- Houston Baptist University

- CRM
- CEU Certified Instructor
- Media Fly
- Spec Books
- Member of AISD

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Independent Manufacturers' Sales Representative

Selected LinkedIn recommendations from managers and clients

Steve Kamp

President, ASSA ABLOY - US

Managed Jeff directly | Excerpt

I had the pleasure of working with Jeff and always appreciated his professionalism, work ethic, and commitment to building strong customer relationships.

Jeff consistently represented the company well, communicated effectively with clients, and approached every opportunity with integrity and accountability. He was dependable, responsive, and motivated to deliver positive results while maintaining a high level of professionalism in every interaction.

What stood out most about Jeff was his ability to connect with people, earn trust quickly, and follow through on his commitments. He brought a positive attitude and strong sense of responsibility to his work every day.

John Schuetze

Residential Sales Director Western Region, Yale Group

Managed Jeff directly

"Jeff is the consummate professional and his strong work ethic is very much appreciated, not just by me and undoubtedly by other companies he represents, but more importantly by his customers."

Trevor Tacker

CEO, Rick's Hardware and Decorative Plumbing

Jeff's client

"Jeff is an amazing and reputable rep. His work ethic and response time to any situation is top notch. He represents many product lines that we carry and is on top of them all. If you ever need to know or learn how to elevate your business and customer service Jeff is the person to call."

Jennifer Glomb

Senior Business Development Manager, House of Rohl

Managed Jeff directly

"It was a true pleasure working with you this week. It is clear you have a notable position in the market. Your in-depth understanding of hardware, key competitors and thinking outside the box positions you to be efficient and effective ultimately taking market share."