

Walter Njboke

818-458-9106 • wjnboke@aol.com • [linkedin.com/in/walter-njboke-53623643](https://www.linkedin.com/in/walter-njboke-53623643)

PROFESSIONAL OBJECTIVE

MEDICAL SALES / EQUIPMENT ACCOUNT MANAGER

PROFESSIONAL EXPERIENCE

RICOH CORPORATION, LOS ANGELES, CA

1995 – PRESENT

Major Accounts Color Specialist

Corporate Major Accounts-Healthcare

Education Account Manager

Drives innovation as a leading provider of document management solutions, IT services, commercial and industrial printing, digital cameras and industrial systems. Headquartered in Tokyo, Ricoh Group operates in 200 countries and regions, worldwide sales of \$18.2B.

- Solicits prospective B2B clients for network color printing needs
- Develops new accounts with Corporations with 150-500 employees
- Manages Ricoh Healthcare Accounts dealing with C-level contacts
- Manages Ricoh Education Vertical Market School Districts, colleges and universities
- Accomplishments –
 - **Attained 156% of service plan, 01/16; 355% of combined service and equipment plan, 12/15**
 - **Attained 306% of equipment plan, 2015; 206% of plan, 3rd quarter 2014; 148% of plan, 2014**
 - **Attained 157% of plan, 2013; 342% of plan, 2012; 130% year to date, 01/02**
 - **Attained 116% year to date, 10/01; 102% year to date, 03/00; 160% year to date, 10/99**
 - **Attained 208% of quota, 12/98; Increased territory 17% over 9 month period; 105% of quota, 02/96**

PITNEY BOWES, OAKLAND, CA

1993 – 1995

Account Executive

Global technology leader powering billions of physical and digital transactions in the world of commerce. Provides 90% of Fortune 500 clients with products, solutions, services and data in areas of customer information management, location intelligence, customer engagement, shipping, mailing and global ecommerce, \$853M in revenue.

- Solicited B2B clients for mailing equipment and shipping needs
- Managed and developed new accounts
- Accomplishments -
 - **Attained 160% of quota, 09/94; 156% in 08/94; and 106% in 02/94**

EDUCATION

Bachelor of Arts, Marketing Communication

California State University, Hayward, CA

General Education – Basketball Scholarship

Warner Pacific College, Portland, OR

PROFESSIONAL ACHIEVEMENTS / AFFILIATIONS

RICOH CORPORATION – 12 Time Ricoh Chairman's Club Winner; Top Performance Award, 2010 and 2009;

Sales Elite Performance of the Year, 2008; MA1 of the Year, 2007;

Outstanding Sales Performance of the Year Award, 2006 and 2005; Top Performance of the Year Award, 2004 and 2003

PITNEY BOWES - Employee of the Month, 12/94

Affiliations: National Sales Network (NSN-LA); Winston & Lee Collection

Strong involvement in and a passion for Community Service