

## **Merritt Eddy Has The Great Sales Goals**



**Amherst, Feb 8, 2019 ([IssueWire.com](http://www.IssueWire.com))** - **Merritt Eddy** is one of the most experienced sales professionals in New England. Throughout his more than 18 years as a professional salesman, Merritt has routinely exceeded his supervisor's expectations, shattered performance goals, broken into new markets, and captured sales territory for his employers throughout New England.

Merritt's professional career began with a bachelor's degree in communications from New England College in Henniker, NH. While attending classes he also became the varsity lacrosse team captain in 1997 and continues to play lacrosse today for the men's league in Nashua, NH for the team "Older School." After completing his education Merritt went to work for the United Parcel Service (UPS) as a business development account manager responsible for the northern Massachusetts territory. During his seven years at UPS, he developed automation systems for order entry and shipping to help grow a major hardware company account from \$50,000 in annual sales volume to more than \$250,000.

After UPS, Merritt Eddy worked for W.W. Grainger, Inc. where he continued to set sales records and attain recognition for repeatedly exceeding expectations. In 2011 he received an award for being the company's first and only account manager of the New England District to achieve three consecutive years of over-goal performance for 2009, 2010, and 2011. In 2010 he reached 124.08% of his business plan for the year and received the 2010 Annual Achievement Award.

While working as a Site Safety Officer for an environmental services company in Keene, NH, Merritt adhered to OSHA policies and ensured compliance at all times, leaving the position with a record of zero accidents and errors and completing several OSHA certification courses. After this position, he resumed work in sales and joined The Scott Lawson Companies in 2013 where he helped develop a new real-time sales volume tracking pipeline tool and helped increase 2013 sales volume over 2012 goals.

[Merritt Eddy](#) most recent positions in sales include acting as an account manager for N.H. Bragg in Scarborough, Maine and a Territory Sales Manager for School Specialty, Inc. in Nashua, New Hampshire. In his spare time, he enjoys taking his children on fishing trips throughout New England, watching the New England Patriots and Boston Bruins, and playing in his men's lacrosse league.



## **Media Contact**

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