

KEVIN FILLMORE

SALES LEADER | PHOENIX, AZ
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Summary

A father of three, happily married and I'm passionate about building and developing people. I enjoy helping organizations grow by empowering and advocating for their frontline employees. Sales drives businesses to their destination.

Experience

Area Sales Manager (AZ, NM, NV) - Cutera Inc.

2025 - Present

- Manage multi-state territory overseeing capital equipment sales.
- Consistently ranked among the top in the nation.
- Serve as a mentor to developing sales representatives, sharing industry experience, insight and best practices.
- Reignited territory performance by rebuilding customer relationships, driving success for those customers and showing momentum.

Area Sales Manager (AZ, NM, NV, TX) - Alma Lasers

2023 - 2025

- Manage multi-state territory overseeing capital equipment sales.
- Consistently ranked among the top sales teams in the nation for multiple years, recognized for exceptional revenue growth and customer retention.
- Partner with physicians and clinic owners to deliver tailored technology solutions, clinical education, and hands-on device demonstrations.

Director of Sales (TX) - Hawk 3 Construction and Solar

2022 - 2023

- Built and launched the company's solar division from the ground up, including product sourcing, sales strategy and performance and operational processes.
- Developed scalable sales frameworks and incentive programs to drive adoption and maximize profitability.
- Partnered with installation teams and leadership to ensure seamless execution, compliance, and customer satisfaction.

Regional Sales Manager (TX) - Bright Home Solar

2022

- Launched and built the Texas sales channel from inception, overseeing both sales and installation operations statewide.
- Recruited, trained, and managed a high-performing regional sales team responsible for rapid market expansion.
- Collaborated with corporate leadership to align Texas operations with national growth initiatives.

Director of Sales Operations (National) - VIO Security

2020 - 2022

- Built the National Sales Operations department from the ground up.
- Oversaw the development and implementation of an industry-leading sales tool, company-wide data reporting, and a sales support team.
- Created and implemented sales competition platforms and designed marketing materials for multiple company initiatives.

Regional Sales Manager (TX) - Vivint Smart Home and Solar

2017 - 2020

- Launched the Sales/Installation model for the company, having sales reps that would install immediately upon close of sale, optimizing revenue.
- Managed partnerships with third-party lead generation teams to optimize performance and revenue.

Door to Door Sales Manager (TX, AZ) - Protection 1 Security and Pinnacle

Security

2009 - 2015

- Developed and managed residential sales teams in Texas and Arizona, contributing over 500 accounts.

General Sales Experience

Since 2005, I have been developing communication, resilience, and relationship-building skills through direct, in-person sales. I've mastered the art of quickly establishing trust, identifying customer needs, and delivering tailored solutions in high-pressure environments. I've been consistently ranked among top performers by exceeding quotas, training new reps, and leading high-output teams. All of this has helped me gain deep expertise in consultative selling, territory management, and motivating teams to achieve measurable growth in competitive markets.

Education

Grapevine High School - Secondary School, 2000 - 2004

Brigham Young University - Idaho - College Experience, 2008 - 2013

Skills

Sales Force | Web and Graphic Design | Microsoft suite | Adobe Suite | Cold Calling | ChatGPT | Problem-Solving | Computer Literacy | Strong Communication

Seeking Opportunities

As a driven sales leader I am seeking continued growth and upward mobility within a forward-thinking organization. Passionate about building and leading high-performing teams while contributing to a culture of positivity, collaboration, and excellence. Surrounding myself with motivated, like-minded professionals who challenge and inspire success is how I'll do my best work. I thrive in environments that reward innovation, personal development, and measurable impact. Consistently across my career, my peers, leaders and direct reports have noted that I bring a positive outlook and dynamic to the table. Here to lighten moods and create smiles from success. - KF