

JAMES MILTON

INSIDE SALES ACCOUNT EXECUTIVE



Meet James Milton! James has been a part of the DAR PRO family since May 2016. He is a Texas native and proud UNT graduate. James is a huge sports fan and can name any team, from high school to professional, across the US if you quiz him. In the words of his teammates, James always has a positive attitude and builds rapport with everyone he talks to, no matter if they are a customer or coworker. We are thankful for James's kind spirit in the office.

Learn more about James below!

Q: What is the best part of your job?

A: The best part is the interaction with who I work with. We are like a big family, even if its cliché to say. The aspect of sustainability as well — being the main company in our field who drives that is pretty cool. I'm a coffee guy too, so at the office, the coffee they provide is outstanding.

Q: How do you help the customer?

A: I think the easiest way is to find a way before the call to build rapport so you don't come off as just another salesman. If I'm calling someone in Mississippi, I want to know that I can get into a conversation about SEC football. We can talk about that as an opening conversation before actually getting into selling. I think it's paramount in cold calling.

Q: How do you like to spend your time outside of work?

A: I'm an avid reader, so my New Year's resolution is always to read more. I like going to the gym too. I have two daughters and four dogs, so they also keep me busy. I'm motivated by providing for my family and just the inherent desire to be at the top of what I'm doing.

Q: What is your favorite book, TV show, song, and movie?

A: I'm real partial to historical nonfiction — anything related to French and Indian War to modern times. Right now, I've been watching The Crown. I also used to be a big Walking Dead fan. I'm a big metal guy in terms of music. And let's say Steel Magnolias is my favorite movie, for the fun of it. (Haha!)

Q: What is your favorite fried food?

Chicken fingers from Raising Cane's and fries from Buffalo Wild Wings