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Professional Profile: Carlton Cooper, 2014

October 21, 2014 - Construction Design & Engineering

Name: Carlton Cooper

Title: Sales Representative

Company: Eldorado Stone

Location: New England

Place of birth: Boston

Family: Wife Misty, daughters Lauren & Averie

College: McIntosh College / Associates Degree in Business Management.

First job unrelated to your current field: U.S. Army 10th Mountain Division / Infantryman from 1991-1994.

First job in current field: I began my career in the building & construction industry as a lumber delivery truck driver for Ricci Lumber in Portsmouth, NH.

What your firm does now and its plans for the future? Eldorado Stone is a manufacturer of architectural stone veneer (manufactured stone). Currently offering over 140 stone & brick options as well as products for outdoor living and fireplace surrounds. Eldorado Stone is focused on creating authentic products that not only elevate quality and design, but also attainability.

Keys to success: I try to focus on building relationships 1st, then sales. The end result is much greater. I am always networking no matter where I go. Great relationships can come from short, simple interactions.

Person(s) you most admire (outside of family): Any person who has raised their right hand and sworn to protect this great nation - our active military and veterans!

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