



INDUSTRIAL SALES MANAGER

Excellence in leading multifunctional production and sales teams to advance market share and increase profits

Proven global sales and marketing executive with a track record of superior results across Fortune 500 and private equity companies. Strength in growing companies through analyzing voice of customer (VOC), constructing profitable growth strategies, driving execution planning, and building results-driven teams.

Known for developing, implementing, and managing start-up initiatives that create incremental growth across industries and channels. Well versed in change management and strategy/policy deployment.

Representative Successes:

- Increased inventory, improved on-time delivery, and regained customers' confidence by creating and implementing a "rapid response" pilot program.
- Collaborated with engineers to incorporate industry intelligence into improving an existing product for fleet vehicles in the Compressed Natural Gas market and win a \$2M account.
- Created a tiered distribution model that resolved systemic problems with late deliveries and addressed a lack of competitiveness in the market.
- Improved EBITDA 6% in just 3 months through a series of strategic changes that improved the organization's position in a declining market.
- Received 1 of 15 "Circle of Champions" awards—presented to the company's top .2% in 2015.

Areas of Expertise:

Sales Management | Sales Operations | Project Management | Marketing | Operations Management
Analytics | Solution Selling | Account Management | Consultative Selling | Business Development
Business Process Improvement | Change Management | Strategic Planning | Process Development

Professional Experience

INDUSTRIAL SOLUTIONS | Fort Myers, FL 2016–Present
A \$450M company serving industrial and commercial markets.
Vice President, Sales

Recruited to prepare and position the Pump/Motor/Controls Group for initial sale including evaluating existing sales teams of 2 companies and positioning companies to increase EBITDA.

- Increased EBITDA 6% by implementing strategic staffing and procedural changes throughout Industrial Solutions.
- Wrote sales plans for 2 companies to reduce vulnerability in a declining market.
- Structured sales force—including hiring new staff and repositioning existing staff—for 2 companies.

BREAKER INDUSTRIES | Milwaukee, WI 2013–2015
Designer/manufacturer/marketer of process and motion control products, power transmission, and water management products.
Global Strategic Account Manager

Tapped to regain Breaker's market share by working directly with largest OEM accounts in Oil & Gas industry—including Cameron, AG Equipment, SEC, CDM, Valerus, and USA Compression—to strategically rebuild relationships with key executives and stakeholders.

- Awarded Breaker's highest recognition: "Circle of Champions," by finishing year at 118.9% to plan.
- Captured \$1M+ in market share from competition by developing and reestablishing relationships and driving product specifications with a newly engineered product.

REESE PARKER INDUSTRIES | Fort Worth, Tx

2010–2013

Fortune 500 manufacturer of Teflon fluoropolymer stainless steel braided hose and fittings.

Sales Manager

Developed new products that captured additional market share by conducting competitor and market analyses. Led 2 sales directors in calling on distribution and OEM accounts.

- Grew sales 37%+ in just 9 months by developing a rapid-response pilot plan to address lost market share due to inventory shortages and delivery issues after acquiring Page International.
- Increased business \$1.6M by bringing multiple key accounts on board, utilizing competitive pricing strategy and new distribution channels.
- Generated \$600k in sales in Compressed Natural Gas (CNG) market for fleet vehicles by collaborating with engineers to refine an existing product.
- Propelled sales to achieve growth in Niche Engineered Product Line by creating and delivering comprehensive education programs to educate outside sales force.

LEADING AEROSPACE | Brecksville, OH

2006–2010

\$4M manufacturer of temperature thermocouples for the aerospace industry.

Sales & Marketing Consultant

Developed a roadmap that secured company in the market.

- Created company's first sales and marketing plan to build sales through OEM and distribution channels to reduce vulnerability.
- Established multiple distribution channels, which further reduced vulnerability.

Education

CLEVELAND STATE UNIVERSITY

Master of Business Administration (MBA)

OHIO STATE UNIVERSITY

Bachelor of Business Administration (BA)