

SALES MANAGEMENT ■ REVENUE GROWTH ■ STRATEGIC PLANNING ■ SALES FORECASTING & REPORTING**CAREER SUMMARY**

Progressive sales professional with over 20 years of achievement driving sales, improving customer satisfaction ratings, and identifying growth opportunities within customer-centric environments. Repeatedly promoted into senior leadership roles based on demonstrated success in taking risks, executing strategy, and breaking into saturated markets. Skilled in retaining customers in tight markets, optimizing P&L, and leading organizations through critical transitions. Excel at boosting market share and ensuring budgetary compliance while spearheading attainment of organizational objectives.

CORE COMPETENCIES

- ☑ Highly accomplished professional with experience in sales, business development, marketing, strategic planning, customer relationship management, account management, and customer service.
- ☑ Proven success leading business development efforts, expanding customer base, and increasing revenue potential within multimillion-dollar organizations.
- ☑ Surpassing sales objectives on a consistent basis due to sound sales acumen.

PROFESSIONAL BACKGROUND

INDUSTRIES, INC. – Omaha, Nebraska (1996 – 2012)

SALES MANAGER

Maintained full responsibility for sales and marketing functions associated with urethane catalysts, corrosion inhibitors, and pigment dispersants in the Coatings Division worldwide. Played a key role in increasing sales volume, pricing products, selecting target markets, and optimizing revenue potential. Arranged product development activity for urethane catalysts, organic corrosion inhibitors, and pigment dispersants. Coordinated all sales and technical development activity for 5 key Coatings Division accounts. Communicated with external toll producers for various solid products and implemented division pricing activity for U.S., Canadian, and Mexican customers.

- Increased corrosion inhibitor products volume/revenue by 148% and 225% respectively in the period while urethane catalysts doubled in volume and revenue since 2003.
- Served as the primary liaison with sales agents in the U.S. and distributors in Canada and Mexico, which encompassed conducting annual reviews and leading business development initiatives.
- Surpassed revenue objectives and achieved \$850,000 in new product sales across all division product lines over 3 years.
- Played an integral role in selecting target markets and customers for expanded sales growth.

CHEMICALS, INC. – Omaha, Nebraska (1992 – 1996)

SALES & MARKETING MANAGER

Provided leadership and direction to sales management, marketing, strategy development, and customer service. Handled sales and marketing functions associated with bronze, stainless steel, and fiber felt porous products. Supervised manufacturers' representatives successfully. Managed advertising, product pricing, and customer quotes. Coordinated sales interface with sister company in Germany and supported global supply sourcing for multi-national customers.

- Spearheaded efforts to expand sales coverage into Canada by establishing new sales representation, which resulted in a 10% increase in new revenue for products within 2 years.
- Selected to serve on a management team responsible for setting company sales targets and reporting results to the overseas holding company.
- Raised sales of stainless steel tubular products by 50% to \$2 million.

EDUCATION & CREDENTIALS

INSTITUTE OF TECHNOLOGY – BACHELOR OF ENGINEERING, CHEMICAL ENGINEERING