

SENIOR INDUSTRIAL SALES MANAGER

OBJECTIVE:

Senior level sales / marketing position leading to Executive Sales Management with an industrial company. Strengths in leadership, strategic vision, business development and organizational skills will create an environment that fosters innovation and enhances top line revenue and bottom line profitability.

SUMMARY OF QUALIFICATIONS:

Innovative and decisive senior sales representative with extensive background in logistical services and industrial products designed to provide value-added solutions for customers in the Automotive, HVAC and OEM markets. Over 10 years of experience in the management of sales teams for global leaders of industrial products. Consistently successful in outperforming competition, increasing revenue, capturing key accounts and winning market share. Demonstrated expertise to include:

- Planning, Forecasting & Budgeting
- Contract / Key Accounts Negotiations
- Profit and Loss Management
- Proven leadership abilities
- Innovative & Performance oriented
- Broad industry market knowledge
- Strong communication & training skills
- Cost containment

PROFESSIONAL EXPERIENCE:

Regional Sales Manager

Industrial Fastening Systems, Inc.
835 Commerce Drive, Dallas, Texas 75243
June 2001 to Present

Principle Duties & Responsibilities: Senior Sales Manager for a \$45 million division providing specialized fastening systems to a broad range of industrial sectors including automotive and consumer products. Responsibilities include the development and execution of the business plan and sales strategy to expand product offering into existing customer base, as well as penetrate new markets.

Accomplishments: Increase market share and total regional net production over the previous year by 35% (a 20% increase is recognized as outstanding). Personally closed over \$7 million in new contracts. Individually direct record regional sales efforts of industrial fasteners while maintaining minimal turnover in key personnel. Led 14 sales representatives to deliver record sales and profits by focusing on niche market segments within automotive, electronic and original equipment manufacturers (OEMs).

Area Sales Manager

Southwestern Industrial Products, Inc.
1297 Magnetic Drive, El Paso, Texas 79912
March 1998 to May 2001

Principle Duties & Responsibilities: Manage 7 profit regions producing 47% of company's gross sales and 39% increase in profit dollars. Direct sales efforts of specialized industrial automotive and electronic products for original equipment manufacturers in Southwestern United States territory. Provide sales training, direction and support for 9 territory sales representatives. Highly involved in hiring, termination, strategic planning and overall vision and implementation of company's regional business plan.

Accomplishments: Consistently outperformed other regions by winning multi-plan contracts and converting key accounts from major competitors, increasing market share by more than \$28 million. Realigned area sales force resulting in an increase in internal productivity from 10% to 18% with fewer sales representatives. Directly responsible for introducing 7 new products without any significant investment to regional operations. Participated in QS 9000 executive team that resulted in manufacturing facility obtaining certification.

Senior Sales Representative

Integrated Fastening Systems, Inc.
1259 Industrial Drive, El Paso, Texas 79935
August 1995 to February 1998

Principle Duties and Responsibilities: Directed sales efforts of industrial fasteners and related items for a customer base of original equipment manufacturers (OEMs). Managed key account development and on-going relationships with major companies such as Emerson Electric, John Deere, Case, Hewlett Packard, among others. Individually responsible for sales and business-needs analysis, sales forecasts, sales strategies, and customer development/service in my territory. Set feasible goals and provide business plan to Management, for implementation and achievement. Consistently achieved all profit and sales performance objectives. Increased market share through development and introduction of new services and products through professional quality presentations to executives.

Accomplishments: Increased market share of 8% to 78% in first year and awarded national "fast-start" award from Corporate office. Personally achieved sales of \$8 million in 1997 in my territory consisting of Texas, New Mexico, Arizona and Mexico. Recognized for accomplishments in developing cooperative relationships throughout all organizational levels. Negotiated and implemented new distributor policies and agreements which resulted in significant sales growth and more effective network.

EDUCATION:

Bachelor of Business Administration. Wake Forest University, Winston-Salem, North Carolina 96432
September 1993 to May 1995. 3.5 GPA in Major, 3.2 Cumulative. Deans List all years.

Associate of Arts Degree. West Texas State Community College, El Paso, Texas 79935. September 1991 to May 1993.

OTHER:

Board of Directors Member, Wells Fargo Bank
Dale Carnegie Sales and Management courses completed at my own expense
Numerous AMA and continuous education courses in Sales, Marketing and Finance
Various Systems leadership and Management Development programs through past employers
Speak, Read and Write Spanish at 100% proficiency. Speak German at 80% proficiency

FOR ADDITIONAL INFORMATION:

Please contact: Name - Your Executive Recruiter
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El Paso, Texas 79925
(915) 532-1981