

## SENIOR INDUSTRIAL DISTRIBUTION EXECUTIVE

### SUMMARY OF QUALIFICATIONS:

Top producing Sales Manager with an extensive and proven track record of partnering with leading manufacturing facilities within the industrial market segment. Industry recognized for identifying opportunities and introducing new programs that support changing customer needs. Accomplished in developing cooperative relationships throughout all organizational levels. Proactive and creative management style, experienced in directing successful sales and operations teams. Excel in developing a solid base of sales representatives that produce new and recurring revenue and solid customer relationships.

### ACCOMPLISHMENTS:

#### **Sales and Marketing**

- Consistently successful in outperforming competition, increasing revenues, capturing key accounts and winning market share.
- Increased market growth by more than \$35 million, including a corporate, multi-plant contract in excess of \$15 million through key account development and value-added proposition presentations.
- Achieved a 35% increase in sales and a 39% increase in profit dollars by utilizing JIT concepts and Demand Flow technologies.

#### **Cost Reduction**

- Realigned warehouse flow to create an assembly line process emphasizing prepackaged product and creating a grocery store effect. The results allowed increased demand incremental business with fewer employees and faster fill rates.

#### **Productivity**

- Created a containerization analysis that increased customer inventory turns by 30% to 40% on average and increased internal productivity by 13%.

#### **Client Relationship Management & Development**

- Frequently requested to service on customer steering committees for Fortune 500 Clients such as Johnson Controls, Emerson Electric, IBM, Dell Computers.

### PROFESSIONAL EXPERIENCE:

#### **Executive Vice President – West-Central Region**

North American Integrated Logistics, Inc.  
1810 E. Northgate Drive, Dallas, Texas 75623  
March 2002 to Present

North American Integrated Logistics is a division of MacIntire-Global Logistics, which has over 30 profit centers that generate approximately \$225 million in annual sales of a variety of industrial specialty equipment and supplies tailored specifically for original equipment manufacturers (OEMs).

- Managed 14 profit centers producing 47% of the entire company's gross sales and margin dollars.
- Personally accountable for total Profit and Loss (P&L) for the Western half of North America.
- Direct sales efforts of industrial specialty products, and class "C" items for customer base of OEMs.
- Provide direct leadership and direction for 14 Branch Division Managers.
- Highly involved in the strategic planning of the overall vision and direction of the Region.
- Conducted a complete evaluation of current field sales representation. Implemented a reorganization of the sales force to align with the corporate strategic objectives.
- Creation of a new division to promote specialized logistical services
- Completely responsible for Regions development and execution of the business plan and sales strategy to expand product offering into existing customer base as well as penetrate new markets.

**Vice President of Sales and Marketing**

Precision Technologies & Distribution, Inc.  
3563 93<sup>rd</sup> at Lexington St., Houston, TX 96325  
January 1998 to February 2002

Precision Technologies and Distribution, Inc., is a publicly traded distribution company with over 18 locations that generate \$150 million in annual sales, specializing in inventory logistics management programs for OEMs (original equipment manufacturers).

- Reported directly to the managing Director of Operations. Responsibilities included full P&L for 3 branch operations.
- Developed and implemented a focused sales strategy to enter new markets, for example, Vendor managed inventory and integrated supply programs.
- Restructured current sales force based on rationalization of account base, customer reporting procedures and increased training and implementation requirements.
- Headed up consolidated field sales organization of a new division resulting from the merger of a former competitor.
- Developed and implemented new distributor products, policies, agreements and price structures which resulted in significant sales growth and a more effective marketing network.
- Advised profit centers experiencing business difficulties, analyzed sales and business needs, set feasible goals, and provide business plans for implementation. Particularly strong with start-up operations.
- Closed over \$7 million in new contracts.

**General Sales Manager**

Witfield-Baxter Industrial Specialty Products  
2839 Park Avenue, Houston, Texas 96362  
August 1995 to January 1998

Witfield-Baxter is a division of the publicly traded Baxter Worldwide of Cleveland, Ohio. Witfield-Baxter as over 40 locations that generate approximately \$450 million in annual sales of industrial specialty products, fasteners and related products.

- Managed and directed a staff of 12 sales representatives in a territory consisting of 19 states with 10 branch operations supporting field sales efforts.
- Responsible for division P&L, sales forecasts, sales strategies, operations, inventory, quality and customer service.
- Consistently achieved all profit and sales performance objectives
- Handled all key account development and ongoing relationships with major customers.

**Branch Manager**

Witfield-Baxter Industrial Specialty Products  
September 1992 to August 1995

- Held profit and loss accountability for two branch office / profit centers located in Houston and Dallas Texas that collectively generated approximately \$4.2 million in sales annually.

**EDUCATION:**

Bachelor of Science in Economics with Finance Emphasis. Southern Methodist University, Dallas, Texas 75275

**FOR ADDITIONAL INFORMATION:**

Please contact: Your Executive Recruiter  
4900 North Mesa Street  
El Paso, Texas 79925  
(915) 532-9400