

SALES DIRECTOR • VICE PRESIDENT OF SALES

Driving market share and dramatic sales gains in highly competitive markets through effective sales leadership

- ⇒ **Award-winning, strategic Sales Leader** with expertise delivering sales transformations for American Construction North America.
- ⇒ **Developer of high-powered sales talent**, leveraging hands-on approach to establish solid sales foundation for employees.
- ⇒ **Exceeds sales growth objectives year-over-year** despite market challenges based on unrivaled sales tenacity and leadership.
- ⇒ **Innovative in nature**, identifying market opportunities with industry shaping potential and revenue driving capability.

President's Council Winner
Promoted as 2nd Youngest Regional Manager
MBA Degree from Syracuse University
Sales Turnaround Expertise
Value-Based Sales Strategy
Managed Teams up to 14

Leadership

- P&L Management
- Sales Effectiveness
- Sales Leadership
- Sales Management
- Resource Allocation
- Training/Development
- Employee Onboarding
- Long-Term Planning
- Expense Control
- Recruiting & Staffing
- Employee Engagement
- Strategy Development

Sales Acumen

- Multi-Region Sales
- Revenue Growth
- Profitability Growth
- Account Management
- Territory Management
- Business Development
- Consultative Sales
- Account Development
- Client Focused Sales
- Sales Strategy
- Building Relationships

PROFESSIONAL SALES EXPERIENCE & IMPACT

Delivered top sales performances throughout career at industry leading sales organization - laying foundation for success in adjacent sales verticals

American Construction, Inc. • Plano, Texas

2001 to Present

REGIONAL SALES MANAGER - CHICAGO, IL (2011-PRESENT)

Promoted to lead turnaround in company's most challenged region; oversee 2 regions with complete P&L accountability, direct day-to-day operations, and drive bottom-line profitability. Partner across organization to resolve issues pertaining to sales results, resource allocation, and personnel development.

Geography: Dual Region in Chicagoland Area | Teams: Up to 14 | P&L: Up to \$7M

- **Projected to deliver \$7M in sales revenue** (2015) with 25% growth and currently pacing at 11% ahead of sales forecast.
- **Led sales transformation** through complete reorganization of sales assets in area and development of Go-To-Market strategy, doubling business in 4 years.
- **Outpaced market growth projections** of 2.8% (2012) and 10.5% (2013) with Compound Annual Growth of 33.7%.
- **Ranked #1 in revenue for launch of HY-200 chemical anchoring system** in North America, reputed as company's most valuable product in portfolio; increased market share of product by over 10% for product with 80%+ margin.
- **Initiated "Project Fire Starter"**, an innovative strategy to position high-profit chemical anchoring product as primary application within construction industry – expected to increase product usage by 10X while maintaining premium price.
- **Actively participated in Sales Management Training Program**; partnered with Training Department to develop and deliver curriculum, reaching over 200 employees.
- **Personally developed and promoted 2 employees** into leadership positions at hub location in Tulsa, Oklahoma.

REGIONAL SALES MANAGER - CHICAGO, IL (2009-2011)

Selected to drive sales across large rural sales territory and provide sales leadership to team of 11 Account Managers. Overcame poor employee morale at time of promotion, building strong, cohesive team with blend of veteran and less tenured sales professionals by utilizing engaging and collaborative management style.

Geography: Central Illinois & Northern Indiana | Teams: Up to 11 | P&L: Up to \$8M

- **Won President's Council Award** for ranking in Top 5% of sales regions across North America.
- **Directed attack strategy on \$500M Parkview Hospital project** coordinating 15+ trade strategies, timelines, and critical applications for Hilti products and services; generated over \$2M in sales.
- **Delivered positive growth and exceeded plan in 2010 and 2011**; successfully navigated region through major recession in 2008 and attained 28.7% Compound Annual Growth from 2009 through 2011.
- **Led launch of TE1000 electric breaker**, enabling re-entry into floor-breaking market; ranked #1 in sales dollars and units sold in North America.
- **Hired and developed 3 new sales professionals** with 2 receiving promotions.

FIELD TRAINER – MANAGEMENT TRAINEE - CHICAGO, IL (2008-2009)

As Regional Manager in Training, served as Field and Tool Fleet Management Trainer. Supported development of Chicago Civil Infrastructure Strategy and Analysis. Worked closely with Division Management Team to enhance sales results.

- **Held accountability for successful training of 3-6 Account Managers**, conducting ride-alongs to ensure appropriate sales strategy execution and levels of product knowledge.
- **Played key role in revitalizing sales careers** of 60-70% of struggling Account Managers.
- **Earned promotion to Regional Manager** in 7 months versus typical 18-month timeframe.

IT FIELD TRAINER – CHICAGO, IL (2007-2008)

Tasked as 1 of 4 Trainers to roll out \$50M CRM system across North America. Conducted all aspects of training in cities in United States and Canada and presented to classes ranging from 12 to 25 participants.

- **Trained 1.2K Account Managers** and 140 Regional Managers in SAP's Mobile CRM System, SAP Mobile.

EARLY AMERICAN CONSTRUCTION CAREER & SELECTED SALES HIGHLIGHTS

ACCOUNT MANAGER – ROCHESTER, NY (2004-2006)

- **Grew sales in territory by 49%** in 2.5 years with growth forecasts of 9.6% and 10.2%.

ACCOUNT MANAGER – WASHINGTON DC & NORTHERN, VA (2003-2004)

- **Produced 93.1% growth over 2003** and won **One Million Dollar Sales Club** and **Outstanding Capital Vendor Awards**.

CENTER REPRESENTATIVE – FAIRFAX, VA (2001-2003)

- **Managed \$1.5M retail center** ranked #3 in sales volume in North America.

EDUCATION & PROFESSIONAL DEVELOPMENT

MASTER OF BUSINESS ADMINISTRATION • SYRACUSE UNIVERSITY | BACHELOR OF ARTS • SUNY GENESEO