

Douglas R. (Rob) Walker
6506 Doris Drive
Fort Pierce, Fl. 34951

Dear Sir,

Please accept this letter and my resume as an expressed interest in the position of Salesperson with Corey Compressor, Inc. If you are looking for a highly motivated self-starter with strong managerial skills and a mechanical aptitude, I believe I can make a positive contribution to your company.

While traveling throughout my career I have assisted many customers with design of their compressed-air systems, developed predictive maintenance programs and reducing energy cost of their systems. With Sotras, I was the national sales manager cover the US, Mexico and Canada, my travel was 80% to 20% in the office. With Capital Machinery my second territory was the southeastern US, which included 8 states. My previous territory with Capital covered 14 states. With CompAir USA, I opened the factory store servicing the state of Indiana, hired service techs, sales people as well as office staff. We started with few customers and built a good business based on customer service. When Gardner Denver purchased CompAir worldwide, they decided to do away with company stores.

Throughout my career I have gained a considerable amount of communication skills while assisting plant managers, plant engineering, maintenance directors and powerhouse supervisors during problem solving processes. You will find that my management experience and combined mechanical aptitude will afford me the ability to identify and resolve problems in an incisive and expedient manner.

I am looking for a satisfying position in southeast or south-central Florida so I can come back home. I have a home in Fort Pierce, as you can see from my resume territory size is not an issue for me. I just want to be home more often than I have been in the past.

Should my qualifications be of interest to you, I would appreciate the opportunity for a personal interview at your earliest convenience. If you should need additional information regarding my qualifications, please do not hesitate to contact me anytime.

Thank you for your time and consideration. I look forward to talking with you in the near future.

Respectfully Submitted,

Douglas R. Walker

DOUGLAS R. (Rob) WALKER

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- (02-2015 – Present) **Wenniger Compressor, Inc.**, Milwaukee, WI
General Manager
Responsible for day to day operation of a company established in 1932. Involved with new equipment and service sales as a sales representative with new and established customers.
- (02-2015 – 02-2016) **Sotras, Inc.**, Turin, Italy – worked out of Vero Beach, FL
National Sales Manager, Canada, US and Mexico
Responsible for setting up logistics center, establishing new customers, shipping and invoicing. Started the company in the US, Sotras had not done business in the US. Sotras is a manufacture of oil/air separators, air elements and oil elements.
- (02-2014 – 02-2015) **Capital Machinery**, Pendleton, IN
Rental Account manager – Southeast Territory
Responsible for the company's southeast sales territory consisting of 10 states. Rental fleet of over 300 units specializing in oil free air compressors. Developing new customers in a territory that started out with no existing customers. Dealing with distributors throughout the territory.
- (02-2013 – 02-2014) **Quincy Factory Store**, Orlando, FL.
Sales Engineer / Account manager
Responsible for the Treasure Coast/ Space Coast sales territory. Selling Quincy air compressors, air dyers, and filtration systems. Develop new customers.
- (05-2011 – 02-2013) **Comp-Air Service Company**, Miami, FL.
Sales Engineer / Account manager
Responsible for the Treasure Coast/ Space Coast sales territory. Selling Quincy, Curtis and Hitachi air compressors, Zeks air dyers, and filtration systems. Develop new customers while taking care of existing customer base.
- (08/2009 – 05-2011) **Capital Machinery**, Pendleton, IN
Rental Account manager – Western Territory
Responsible for the company's western sales territory consisting of 14 states. Rental fleet of over 300 units specializing in oil free air compressors. Developing new customers while taking care of existing customer base. Dealt with distributor as well as end users.
- (04/2006 – 08/2009) **CompAir, USA**, Greenfield, IN
General Manager for state of Indiana
Achieved positive growth through first year and hired additional sales and service people to support continued growth of the store. Responsible for marketing and selling CompAir air compressors, air dyers, and filtration systems as working with sales and service personnel.
- (10/2000 – 04/2006) **New Castle Engineering also know as EMS**, Indianapolis, IN
Sales Engineer/Service Manager
Started out as an inside sales person and grew into an outside sales position for marketing and selling air compressors, air dyers, and filtration systems.
- (4/1991 – 10/2000) **N.A.S.A.**, Langley AFB, Hampton, VA
Steam Fitter/Pipe Fitter/Steam Plant Operator
- (1/1980 – 3/1991) **United States Navy**
Honorable discharge, service connected DAV, achieved rank of E-6, Boiler Technician

Education – Franklin College, Franklin, In.