

SE BUSINESS DEVELOPMENT MANAGER

Highlights

- National account management
- Established track record of exceptional sales results
- Excellent communication skills
- Resolution-oriented
- Cross-cultural sales background
- Exceptional multi-tasker

Accomplishments

- SIMSOC (Simulated Society) Leadership Workshop-Dr. Larry Pepper.
- Professional Instrument Society of America.
- Activities Mastering Business Development Workshop-Bill Scheessele.
- Global Sourcing Quality Engineer Training-GE Power Systems.
- Six Sigma Green Belt Certified.
- Exceptional Management Skills-Baker Communication Inc.

Print Graphic Support

- Collaborated with marketing and business development groups for collateral needs by creating page layout designs for flyers, data sheets, CD covers and other printed materials.

Experience

SE Business Development Manager Jun 2014 to Mar 2015

Company Name - City , State

- Responsible for Own Brand business development in the southeast U.S. including NC, SC, GA, FL, AL,VA, MS, AL, WV, VA, KY and TN.
- Supporting Lewis-Goetz, Rawson, and ICD offices and sales reps to pursue opportunities for Own Brand products including ECON, Diamond Gear, C&C, Force, Smith valves.

SE Technical Outside Sales Representative May 2013 to Jun 2014

Company Name - City , State

- Technical support for Outside Sales Representative's in Southeast.
- Engineering presentations & specifications for manual and automated valves to engineering firms: Fluor, Mustang, CH2M Hill, D&Z, Hargrove, CHEMTEX, etc.
- Business development for turbine OEM's: General Electric, Siemens, Alstom and Mitsubishi.

Strategic Automation Manager Aug 2012 to Apr 2013

Company Name - City , State

- Responsible for automation shop design and setup.
- Wrote SOP (standard operating procedures) for automation quotations, manufacturing and testing.
- Engineering presentations & specifications for manual and automated valves to engineering firms: Fluor, Mustang, CH2M Hill, D&Z, Hargrove, CHEMTEX, etc.
- Business development for turbine OEM's: General Electric, Siemens, Alstom and Mitsubishi.

Technical Sales Leader Aug 2001 to Aug 2012

Company Name - City , State

- Process Control Equipment Business development for strategic manufacturer alliances.
- Primary interface with Manufacturers for Gexpro Services.
- Responsible for the evaluation of manufacturer's capability and capacity for Gexpro Services.
- Member of the GE Energy Capacity Audit Team.
- Developed the organizational structure and staffing plan for Production Services.

- Developed marketing presentation for GE Energy and other GE Business.
- Technical and marketing training for the sales department.
- Secured CASE MSD Gas and Steam Valve Contract for GE Power Systems.
- 25MM Annually.
- Developed Gexpro Services MSD packaging procedures to meet/exceed GE Energy P23E-AL-0255.
- Developed LMS 100 VBV (variable bleed valve) and anti-icing valve systems.
- Sales projections for 2005 through 2010 are 50MM.
- CE Compliance Team-Supported GE Energy CE Compliance Team as supplier.
- Support Gexpro Services quality organization with technical write up and evaluation for our supplier base.
- Completed Global Sourcing Quality Engineer Training-GE Power Systems.
- Six Sigma Green Belt Certified.

Business Development Manager Jun 2001 to Aug 2001

Company Name - City , State

- Business development for strategic manufacturer alliances.
- Business development for end users.
- Developed marketing presentation for end users (Chemical, Power, Pulp & Paper, etc).
- Technical and marketing training for the sales department for Masoneilan & Yokogawa equipment.

Senior Manager Dec 1998 to Jun 2001

Company Name - City , State

- Application Engineering Manage Application Engineering Department that is responsible for product evaluation and sales implementation at customer site.
- Business development for strategic manufacturer alliances.
- Negotiated contract with EI DuPont that resulted in first year sales of 26MM that provided technical services to three plant locations.
- Responsible for the evaluation of manufacturer's capability and capacity.
- Developed the organizational structure and staffing plan for the Application Engineering Department.
- Technical and marketing training for the application engineering department, field engineering department, strategic sales department and IT department.
- IT development team that assisted with the build-out of the e2bSM (Engineering-2-Business) Platform.

Sales Manager Sep 1995 to Dec 1998

Company Name - City , State

- Liaison between multiple valve manufacturers (Flowserve-Valtek & Kammer) and representative firm.
- Extensive involvement with control valve manufacturer to develop and trouble-shoot digital products and software.
- Manage Strategic Alliance Agreement between Flowserve and EI DuPont.
- Took sales from 26MM to 59MM.
- Managed five technical sales representatives, four inside sales people in South & North Carolina.
- Implemented training course for new sales representatives -- speeding profitability.
- Developed and implemented marketing plan for South & North Carolina territory.

Technical Sales Representative Aug 1990 to Sep 1995

Company Name - City , State

- Primary responsibilities were large industrial plants and A&E Firms.
- Customer base included: EI DuPont, Hoechst Celanese, Fluor Daniels, Day & Zimmerman, Chemtex International, Bechtel Engineering, CRS-Sirrinc, etc Developed anti-surge control valve specification for PET charge vessel that increased production by 40%.
- Develop Special Valve (SV) Codes for EI DuPont Dacron Intermediate Plants.
- Increased territorial sales for "Engineered Products Division" an average of 35% per year.
- Increased territorial profits for "Engineered Products Division" an average of 45% per year.

- Expanded sales to include mass-market accounts through the use of "Supply Chain" distribution.
- Company top sales and profits for four years.

Technical Sales Representative May 1988 to Aug 1990

Company Name - City , State

- Primary responsibilities were large industrial plants and A&E Firms.
- Customer base included: El DuPont, Hoechst Celanese, Fluor Daniels, Day & Zimmerman, Chemtex International, Bechtel Engineering, CRS-Sirrinc, etc.
- Increased territorial sales and average of 45% per year.
- Completed course work at Cape Fear Community College in Instrumentation & Controls.

Education

Bachelor of Science , Economics Marketing 05.05.88 Clemson University - City , State

Economics-Marketing. Concentration in Labor Economics, Finance, Mathematics, Business Management, and Marketing.

Interests

Phi Gamma Nu-Pledge Class President. Fellowship of Christian Athletes. Varsity Football-1983 to 1985.

Additional Information

- Phi Gamma Nu-Pledge Class President. Fellowship of Christian Athletes. Varsity Football-1983 to 1985.

Skills

automation, Business development, Business development, Business Management, C, SC, Economics, Engineer, Finance, inside sales, marketing plan, marketing, market, Mathematics, organizational, Outside Sales, packaging, presentations, Quality, Sales, Siemens, Six Sigma, SOP, specification, staffing, Strategic, Supply Chain, technical sales, Technical support, trouble-shoot