

## DIRECTOR BUSINESS DEVELOPMENT

### Summary

Specializing in sales related business, global account management and new business development. Provide proven results-based and relationship-building skills to a dynamic sales organization and combine entrepreneurial drive with business-management skills to propel gains in revenue, market share and profit performance. Employ extensive International experience and in-depth knowledge of Aerospace & Defense, Computing, Industrial and Telecom markets. Cultivate excellent relationships with existing customers and new prospects.

### Highlights

New Business Development Pricing Proposal Development P & L Management Customer Relationship Management Strategic Planning Exceptional Customer service skills Key Account Management Contract Negotiations Management NPI/JDM/ODM Financials Budgeting & Forecasting

### Experience

#### Director Business Development

December 2007 to August 2014 Company Name - City , State Generated several new accounts by implementing effective networking and marketing strategies increasing sales to \$120M while maintaining targeted profit metrics. Developed innovative business plans to expand vertical products offerings. Implemented account plans to assure JDM/ODM computing business positioning company for \$100M new market growth. Developed global account strategy for key Aerospace and Defense accounts. Global Account Manager Managed key Computing & Storage accounts resulting in revenue increase from \$120M to \$480M while exceeding 4% profitability targets. Developed and worked with multiple internal facilities to assure customer service and achieved key customer "Supplier of the year and Strategic Partnership awards for 2 consecutive years. Developed key strategies to expand market share by utilizing end to end vertical integration solutions.

#### Regional Account Manager

December 2001 to December 2007 Company Name - City , State Developed several new accounts and provided regional sales leadership of the System Development Group. Directed activity to assure new customer development and financial sales target were achieved. Developed 5 new customers and increased revenue from \$10M to \$350 annually and significantly exceeded profitability targets. Achieved Club 1 sales award which recognized top 5% of company sales representatives

#### Director of Sales

July 1991 to November 2001 Company Name - City , State Developed the initial sales strategy to propel new revenue at 20% year over year growth rate for the Interconnect and Systems Solution divisions while maintaining 8% profit targets. Directed North America sales staff and developed annual operating to support 10X increase in new customer. Provide annual budget sales input and maintain customer forecast planning and service targets. Team leader for PCB Fab acquisition strategy.

#### Quality Manager

May 1981 to May 1991 Company Name - City , State Managed the quality assurance staff for PCB and Interconnect products. Maintained budgets and cost of quality targets. Set up the statistical process control procedures and quality assurance programs in compliance to Telecom standards. Created the initial vendor qualification process for outsourcing of the printed circuit board product. Developed Procurement quality strategy for PCB outsourcing.

### Education

Bachelor of Science : Industrial Education California University - City , State , US California University - California, Pennsylvania Bachelor of Science Industrial Education

### Certifications

Sales Transformation - Certificate of Achievement CRM Training and Certification (SalesForce.com)

### Professional Affiliations

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## Skills

Sales, Pcb, Increase, Account Manager, New Accounts, Budget, Of Sales, Sales Staff, Budgets, Circuit Board, Printed Circuit, Printed Circuit Board, Process Control, Procurement, Quality Assurance, Quality Manager, Statistical Process Control, Telecom, Accounts By, Aerospace, And Marketing, Business Development, Business Plans, Customer Service, Increasing Sales, Integration, Integrator, Market Share, Marketing, Metrics, Networking, Odm, Receptionist, Retail Sales, Sales To, Solutions, Accounts And, Award, Company Sales, Regional Sales, Sales Award, Sales Representatives, System Development, Account Management, Budgeting, Contract Negotiations, Crm, Customer Relationship Management, Finance, Financials, For Sales, Forecasting, In Sales, Inspection, Ipc, Key Account, New Business Development, New Product Introduction, Npi, Pricing, Proposal Development, Relationship Management, Sales Organization, Sales Related, Salesforce.com, San, Selling And, Storage Area Network, Strategic Planning, Strategy Planning, Training