

Andrew Robinson
andrew.robinson44@example.com

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

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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

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City

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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

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City

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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

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City

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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

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City

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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-AL0255.
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
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City
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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
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City
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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-2Business) Platform.
Sales Manager
Sep 1995

to
Dec 1998
Company Name
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City
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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
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City
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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-Sirriner, 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
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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-Sirriner, 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

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Economics Marketing
05.05.88
Clemson University
City
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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 Football1983 to 1985.
Skills
automation, Business development, Business development, Business Management, C, SC, Economics, Engineer, Finance, inside sales, marketingautomation, 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, troubleshoot