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**OBJECTIVE**      Desire a challenging position with a quality oriented organization whose future and growth will utilize my extensive sales and management experience to achieve success.

**PROFESSIONAL EXPERIENCE**

**January 2004**      **NIBCO Inc.**      **Elkhart, IN**  
**to Oct. 2011**      *Company manufactures flow control products which are used in residential, commercial, industrial, fire protection, and irrigation applications worldwide.*

**Regional Sales Manager-Northwestern US**

Responsibilities included all sales activities in 11 Northwestern US states for NIBCO product lines. (More than \$40 million in annual sales) Additional responsibilities included coordinating specification and warranty activities by factory, rep, and agent groups.

Duties included sales forecasting for existing accounts and developing conversion target account lists and quotas by sub region. Additional duties included setting pricing matrixes and holding margin for commodity and specified product lines within territory.

**Accomplishments:**

- From 2004-2006 fully converted key account to NIBCO valves resulting in total valve sales growth of \$3 million per year.
- In 2006 grew copper fitting sales in territory by more than 200% resulting in largest total volume growth in the nation.
- Launched NIBCO Press in territory with new product sales of more than \$1 million in less than 5 years.
- In 2010 grew ball valve sales in total combined regions by 30% over forecast

**June 1999**      **MECHANICAL AGENTS**      **Portland, OR**  
**to Jan 2004**      *Commercial/Mechanical manufacturers representative for commercial plumbing, waterworks, irrigation, mechanical systems, and fire protection.*

**Waterworks and Specialty Channel Manager**

Responsibilities included all company territory responsibility for represented product lines falling within the municipal water and wastewater markets, including backflow, control valves, specialty hangers, fabrication and seismic bracing. Additional responsibilities included representing all remaining products within the Oregon/SW Washington markets.

***Accomplishments:***

- Grew sales of Tolco hangers and supports from \$25k to \$750,000.
- Provided layout, design, and installation walk of seismic bracing projects for Intel (and others) and became preferred provider for retrofit seismic applications.
- Established as industry expert representing Wilkins Backflow, participating in Oregon ABPA meetings and contributing with newsletter articles for Oregon ABPA.
- Provided extensive training on installation and design of Pex piping and hydronic systems to contractors and engineers.

**October 1993  
to Jan 1999**

**FAMILIAN NW (FERGUSON ENTERPRISES)**

**Portland, OR**

*Wholesale distributor of plumbing and builder products, industrial pipe, valves and fittings, heating and cooling equipment, and waterworks products..*

**Commercial/Residential Plumbing Sales**

Responsibilities included quoting and sale of full range of products through a multi faceted branch location. Project quotes and sales included commercial plumbing high rise, residential single and multi family, high end custom home, waterworks, irrigation, and re-distributors.

***Accomplishments:***

- Worked in all phases of wholesale distribution, gaining intimate knowledge of purchasing, quoting, sales, and customer interaction at the wholesale level.
- Launched Wirsbo (Uponor) Pex in the NW, growing sales into residential, multi-family, and mixed use condo.
- Became proficient in hydronic design and system integration.

**EDUCATION**

**Bachelors Degree, English, August 1992**

University of Oregon

**COMMUNITY**

Co-Founder, past Chairman and current Vice-Chair of the OTC, a 501c(3) non-profit that benefits the Oregon coastal food share and the Oregon Food Bank.

***References Available Upon Request***