

Gregory Paprocki

Regional Account Manager - CG Power Solutions USA

Holland, PA - Email me on Indeed: [indeed.com/r/Gregory-Paprocki/1f4526c17c2ae402](https://www.indeed.com/r/Gregory-Paprocki/1f4526c17c2ae402)

WORK EXPERIENCE

Regional Account Manager

CG Power Solutions USA - November 2015 to Present

Regional Account Manager for an electrical engineering and service solutions provider in the substation, transmission, and distribution industry. Sell turnkey engineering, procurement and construction (EPC) services for renewable, industrial, and utility customers.

Typical projects include:

- Grid reliability projects. Implement latest communications standards (IEC) for Utility substations.
- Project management, sourcing, and value add services.
- Design, procure, and install projects ranging from single circuit breaker replacement to full substations of differing configurations.

Eastern USA Sales Engineer for a new product line

Harris Battery - January 2015 to April 2015

Responsible for presenting to electric utility and contractor contacts the company's new product line of advanced batteries and "containerized universal battery systems" used for uninterruptible power supplies, standby generators, and renewable energy applications.

Northeast Regional Sales Manager

Powell Electrical Systems, Inc. - Houston, TX - 2010 to 2014

- Northeast Regional Sales Manager
- Powell manufactures engineered to order electrical substations and control rooms. Also made to order infrared scanning systems, partial discharge systems, SCADA systems, and remote substation automation and operation equipment.
- Maintain customer interaction. Track prospects planned system changes and upgrades. Negotiate work scope and assist home office in preparing offers.

Sales Engineer

Industrial Process Solutions - Ivyland, PA - 2007 to 2010

- Sales Engineer for central New Jersey. M&L is an electrical switchgear maintenance supplier and engineering consultant.
- Sold industrial maintenance and equipment upgrades to large end users and producers of electrical power. Major sales include a \$462,000 system upgrade for the City of Philadelphia, Water Filtration Division.

Sales Engineer

M&L Power Systems - Old Bridge, NJ - 2005 to 2007

- Sales Engineer for central New Jersey. M&L is an electrical switchgear maintenance supplier and engineering consultant.

- Sold industrial maintenance and equipment upgrades to large end users and producers of electrical power. Major sales include a \$462,000 system upgrade for the City of Philadelphia, Water Filtration Division.

Sales Engineer

Siemens - Kenilworth, NJ - 2003 to 2005

- Sales Engineer assigned to New Jersey, New York City and Long Island NY.
- Clients/Sales included Pfizer, US Navy, Anheuser Busch, Consolidated Edison, and many electrical contractors.
- Performed "Solutions Sales" utilizing Siemens products and field engineering services. Developed budgetary and final proposals.
- Supported 13 salesmen for the construction sales channel where custom products or services are part of the Siemens bill of material.

Sales Engineer

Grand Eagle Services - Montgomeryville, PA - 2001 to 2003

- Sales Engineer, GES owned 38 industrial service shops nationally.
- Primary function was to locate opportunities, assist in quotation development, and maintain negotiations until receipt of order. Left when company filed bankruptcy.
- Sales include turnkey installation of a new 2500 KVA unit substation for a New Jersey pipe and foundry facility. Project increased system capacity and solved OSHA compliance safety issues.

Vice President

Scott Testing, Inc - Trenton, NJ - 1989 to 2001

- Vice President in charge of power testing division. Earned equity position.
- Started testing division in 1989. Sales growth averaged 25% per year for 10 years.
- Maintained contact with key customers. Typical project involved validating and commissioning complex power systems. Key customers included Bechtel Construction, URS, Johnson and Johnson, Solar Turbine, Gerdau Ameristeel, Port Authority of NY and NJ.
- Major sales include system verification of a 3000MW power plant in the country of India for Bechtel Construction and General Electric. Project Value--\$500,000.

EDUCATION

Bachelors in BA Economics

Indiana University of Pennsylvania

SKILLS

Highly knowledgeable in transmission and distribution systems and in-plant electrical power systems. Also, strong working knowledge of electrical power system studies, system testing and commissioning. (10+ years), Fluid power experience...gas compressors, dryers, instrumentation. (3 years)

ADDITIONAL INFORMATION

Key Words: regional electrical sales, account manager, business development, marketing, market assessments, electrical power systems, testing, commissioning, fluid power, industrial filters, compressors, field service sales, switchgear, substations, generator step up transformers, instrument transformers, SF6 circuit breakers, vacuum circuit breakers, medium voltage power, re-closers, protective relays, ABB, Siemens, Basler, Schweitzer, SEL, Multilin, GE, motor protector relays, arc flash, bus duct, replacement breakers, standby generators, cogeneration, transfer switches, uninterruptible power supply, data centers, power control rooms, power distribution centers, mass transit power, transmission and distribution, power conditioning