

Arnold Lockstein

Regional Sales Manager - Sherwood Valve

Langhorne, PA - Email me on Indeed: [indeed.com/r/Arnold-Lockstein/ecc881299d180b84](https://www.indeed.com/r/Arnold-Lockstein/ecc881299d180b84)

WORK EXPERIENCE

Sales Engineer

Sunair Co. - Willow Grove, PA - December 2014 to Present

Responsibilities

Outside sales of pumps to the Chemical, Water and Waste Water, Food & Beverage, Paper and general industrial and commercial industries. Pumps include centrifugal, positive displacement, vertical turbines, metering, solids handling, sanitary and others.

Accomplishments

- In first year I increased sales from \$300,000 to \$500,000

Regional Sales Manager

Sherwood Valve - 2013 to Present

Work with master distributors and direct sales of valves to the refrigeration, propane, compressed gas and specialty gas markets.

Regional Sales Manager

Met-Pro Corp - Telford, PA - 2007 to 2013

Select, train and manage distribution network in Central USA for the sales of fiberglass, ANSI and high temperature centrifugal pumps. Develop budgets for distributor network.

- Increased sales by 30% in territory.
- Quoted and managed several projects over \$100,000. Worked with several OEM Accounts.

Regional Sales Manager

Therm-Omega-Tech, Inc - Warminster, PA - 2003 to 2007

Select, train and manage distribution network for the sales of self operating, thermally actuated valves, on-demand tempered water systems and steam/water wash-down stations. Assisted in the application of products both direct to end users and through distributors. Helped establish new OEM's through direct sales. Perform product presentations and help specify products to engineering firms.

- Help to set up distribution network.
- Increased sales by 61% in three years.
- Authored numerous Marketing and Sales literature pieces.
- Organized and led international distributor sales meeting. Performed numerous product presentations in front of large groups.

Sales Engineer

AMSCO Sales Corp - Sewell, NJ - 1997 to 2003

Outside sales of corrosion resistant and sanitary pipe, valves, control valves, fittings, hose, pumps and instrumentation to the Chemical, Food & Beverage, Power, Petroleum and Pharmaceutical industries. Managed Southern New Jersey and Southeast Pennsylvania territory.

- Increased sales in territory each year.
- Developed several new accounts, including negotiated integrated supplier agreements.

- Closed a \$300,000.00 Teflon lined pipe project to Valero Refining Co.

General Manager/Customer Service Engineer

G.M.H. Associates - Trenton, NJ - 1995 to 1997

General management of day to day operations, including supervision and scheduling of work force, selling of equipment and maintenance services to water and waste water treatment plants in Pennsylvania. Estimating for bids of construction contracts to \$500K. Contract administration of construction projects including purchasing, scheduling and design.

- Progressed from Customer Service Engineer to General Manager in first year. Increased Pennsylvania sales by 50%.
- Estimated, negotiated and managed a \$350K project to change filter media at the Tullytown, PA water treatment plant.
- Managed numerous other smaller projects.

Sales Engineer

Durametallic, Inc - Kalamazoo, MI - 1990 to 1994

Outside sales of mechanical seals for pumps and mixing equipment to the chemical, petroleum and original equipment markets. Setup and work with distributors

- Increased sales by 33% in the first two years.
- Opened up several new user accounts.
- Closed the sale of dry running mixer seals to DeDetrich a large supplier of glass lined reactors.

EDUCATION

BS in Mechanical Engineering

Drexel University

ADDITIONAL INFORMATION

Computer skills:

- Proficient in Microsoft Office (Word, Excel, Power Point and Access)
- Proficient in Contact Management Software (ACT, Gold Mine, Outlook)