

CURRICULUM VITAE

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EDUCATION & ACADEMIC QUALIFICATIONS

1993	6 x C Grade
1995	Entra CVA BET 12 Basic Eng. Parts 1, 2 & 3. Entra CVA GEA & SEA 3 Eng. BTEC ONC in Electrical/Electronic Eng.
1997	BTEC HNC in Electrical/Electronic Eng. NVQ 3 Providing Technical Services

TRAINING

Personal Training

Managing Smaller Projects	Hawksmere
Project Management Workshop	Kepner Tregoe
Time Management	Reed Training
Key Account Development & Negotiation	Pinnacle Solutions
Management Into Leadership	Pinnacle Solutions
Value Selling	Rockwell Automation
Global Sales Discipline Selling	Rockwell Automation
Strategic Selling	Miller Heiman
Personal Effectiveness	Mercuri International

Other Manufacturers Product/Technology Training

AC Induction Motors	WEG	Stepper Motors	Oriental Motors
Digital DC Drives	Sprint	Motion Gearboxes	Bayside Motion
AC PWM Technology	UNICO	Motion Gearboxes	Alpha Gearheads
AC/DC Drives & Servos	UNICO	Linear Slides	Heorbiger Origa

Rockwell Automation Training

Drives Powerflex Level I & II	Ultra 3000/5000 prog/app level 1
Drives Communications	Motion 101
Drives HQ	Kinetix 6000 systems
Power Monitoring	Motion Book 4 Masterclass
Advanced Industrial Controls	SLC 500 Programming
Sensors Today	Value Added Selling Workshop
Customer Support and Maintenance – Masterclass	

Software Knowledge

Outlook, Lotus Notes, Excel, PowerPoint, Word, Publisher, Photoshop & Visio.

EMPLOYMENT HISTORY

Rockwell Automation, Pitfield, Kiln Farm, Milton Keynes, MK11 3DR

A global provider of Power, Control & Information Solutions & Services.

CSM Account Manager UK + Eire

26/11/07 – To Present

To promote the sales of Rockwell Automation Customer Support and Maintenance business. This role covers a wide portfolio of Service Offerings (Field Service Projects, Safety Turnkey Solutions, Condition Monitoring Solutions, Network Services, Asset Management, MRO, Training, Repairs and Support Contracts)

Key Responsibilities over and above previous roles.

- Ensuring desired level of sales and gross profit targets are achieved.
- Prepare and implement approved business plan.
- Development and coaching of the general sales team.
- Produce regular forecast reports on current status and projected sales.
- Liaison with all Sales Teams.
- Channel Management, Sales targets & incentive schemes.

Magnetek UK Ltd, Drakes Mews, Crownhill Industry, Milton Keynes, MK8 0ER.

The world's largest independent builder of digital motion control systems for elevators. Specialising in designing and manufacturing highly integrated Energy Engineered motion-control subsystems for elevators, serving the world's foremost 'lift' builders.

Account Manager EMEA

01/02/2006 – 23/11/07

I joined MAGNETEK to launch their sales for two new product ranges: QUATTRO Fully Regenerative PWM drive capable of running both AC and DC Motors and HPV600-PM for Permanent Magnet Applications.

In addition to growing sales by 20% growth on last year from \$2M to \$2.4M., I moved an assembly line to the UK. This project was given to me to implement. The final result saved the company over \$250K in shipping costs per year. I reviewed and changed our EMC Filter supplier and improved our offering, putting a cost saving on the product of over 25%, which in turn put 1.5% on our bottom line. I also took on responsibility for a partnership deal with MAGIL to supply PM motors. In reviewing our strategy on shipping, I was able to save over 50% of the costs in changing the way we ship and who we use.

Responsibilities

- Ensuring desired level of sales and gross profit targets are achieved.
- Prepare and implement approved business plan.
- Produce regular reports on current status and projected targets for the General Manager.
- Ensure own level of personal development and product knowledge is kept up to date.
- Manager for all key suppliers.
- Concession of special pricing requests
- Supplier Discount
- Product Sales analysis, trending & forecasting, Competitor analysis
- Quotations
- Customer Visits
- Literature
- Pre-Sales Support
- Product Returns
- Product Repairs
- Processing Sales Orders / Purchase Orders
- Min / Max Stock Levels and Dispatch

Routeco Plc, Davy Avenue, Knowlhill, Milton Keynes, MK5 8HJ

UK's leading distributor of industrial automation & control products. Sole distributor for Rockwell Automation

UK Sales Manager AC Drives / Motors & Technical Services

01/04/2004 – 01/02/2006

In addition to managing the Drives Sales Team, it was my responsibility to change the 'reactive' nature of the Service Offering and manage the seven key members of staff across the four business areas below:

- Assembly Cell – Producing built up Starters to Configured Drives
- Electronics Repair – Full repair service for existing customers
- Training – Providing Technical training on Rockwell Automation equipment & Software.
- Technical Pre Sales Support Desk – Product Selection & Technical advice

Technical Services sales increased by over 40%, making it a £1M business in 2006. My role also incorporated AC Drives & Motors Sales. This involves performance managing the five Product Specialists to ensure they achieve the growth targets required by the business. And we did, with 20%+ growth in 2005 and 2006. My total sales responsibility grew from £4M to £6M in two years.

Responsibilities

- Ensuring desired level of sales and gross profit targets are achieved.
- Prepare and implement approved business plan.
- Management, leadership, motivation, development and coaching of the external sales team.
- Demonstrate leadership by example by having key development accounts.
- Produce regular reports on current status and projected targets for the Operating Board.
- Ensure own level of personal development and product knowledge is kept up to date.
- Communicate and interface with all other branches and departments on commercial issues.
- Liaison with vertical sales teams
- Manager for all key suppliers within product range
- Supplier incentive schemes/Rebates
- Concession of special pricing requests
- Energy Saving program
- Annual Business Strategy Plans
- Branch Performance
- Supplier Discount
- Product Sales analysis, trending & forecasting, Competitor analysis
- Logistics - Advice on new products, stock levels, product obsolescence
- Marketing - Product Launches, Catalogue, Newsletters, WEB, Direct mail campaigns, Seminars & Supplier/Customer events

Product Manager Industrial Control, Drives & Motors and Motion Control

21/11/1999 – 01/04/2004

Responsibilities

- Liaison with geographical sales teams
- Assess balance of stock turns
- Sample accounts/ Hire & Loan Management
- Essential components campaign
- Delivery issues
- Product returns
- Product launches/ re- launching existing Products
- Co – ordination of product literature & information
- Product Updates Intranet information, Product demonstrations
- Tier 2 support for Technical Helpdesk
- Pre-sales Support & Advice
- Customer visits / demonstrations
- Configurations & proposals
- Telephone pre & post sales support
- Internal/External Personnel Training

Unico UK Ltd, 42- 46 Burners Lane, Kiln Farm, Milton Keynes, MK11 3HD

Unico Inc – Manufacturer of Drives / Systems - AC & DC servo systems for Metal, Corrugated, Paper, Canning, Presses, Printing, Engine test stands, Pumping & Roll forming Industries.

Field Commissioning / Service Engineer

16/03/1998 – 17/11/1999

Responsibilities

- Test/Repair of AC & DC servo drives systems from 10KW to 800KW.
- Commissioning of UNICO systems globally.
- On site training including Operational & fault finding.

Texas Instruments Ltd, Manton Lane, Bedford, MK41 7BJ

Leading global manufacturer of electronic components and integrated solutions.

Product Technician / Engineer

08/11/1993 - 16/03/1998

Responsibilities

- Correlation/Commission ATE's
- Statistical Analysis.
- Project Management incorporating R & D of New products from testing to pre-qualification.
- On the job training on all aspects of the business.
- Operational experience in each process area.
- Creation & use of computerised stock control system