

James David Walsh

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EDUCATION

Stony Brook University, Stony Brook, NY

May 2014

- Masters in Business Administration, Management
- 3.88 GPA

Hartwick College, Oneonta, NY

May 2010

- Bachelor of Arts, History/Spanish; Bachelor of Arts, Mathematics
- 3.82 cumulative GPA, summa cum laude, college honors, department distinctions in history, Spanish, mathematics

WORK EXPERIENCE

Regional manager, mechanical trade

June 2021-present

Hilti North America

Bay Area, California

- Only sales manager to achieve cordless target in 2022 in west market organization
- 35% growth in 2022 (while onboarding 3/5 new headcount in H1 2022)
- Optimized a low-performing territory to turn it into a profit leader for the division

Global product manager, diamond drilling tools

September 2018-May 2021

Hilti AG

Schaan, Liechtenstein

- Manage and maintain product portfolio of heavy core drills (DD 350/500), anchor core drills (DD 30-W), water management systems, drill stands, and accessories worth 48m CHF in global sales
- Defined entry strategy and kicked off TTM for battery-operated pressure cleaners and long-neck drywall sanders
- Worked with development teams to bring products from idea to production phase, including for the Hilti Nuron cordless platform
- Responsible for business development of North America diamond business unit sales

Product Manager, corded power tools

September 2015-September 2018

Hilti North America

Plano, TX

- Managed and maintained product portfolio in North America worth \$86.3m total sales in 2018
- Silica dust project manager (Feb 2017 – September 2017) -- built and communicated support materials in response to new US OSHA 1926.1153 silica dust standard
- Additional on top projects eventually transitioned my workload into additional 3.5 headcount
- Launched TE 2000-AVR into Hilti's heavy demo hammer portfolio with growth of entire portfolio
- Led standardization of strategic pricing models across business units, rolling out with collaboration from Hilti EMT
- Other product launches: TE 50-AVR, TE 60-AVR / ATC-AVR, AG 500 corded new generation, TE 3-C, UD 4

Account Manager, Steel and Metal trade

September 2012-September 2015

Hilti North America

New York / Connecticut

- Consistently achieved sales plan through time and territory management skills centered around targeted business opportunities
- 2013 sales results (first full year in role): 106.2% sales plan achievement; 144% territory growth over prior year; 124% growth of target priority product lines
- Grew largest account from \$20k to over \$200k through strategic addition of trade-relevant products to support large opportunities and demonstrate the true value of Hilti products and services

Retail Account Manager

June 2010-September 2012

Hilti North America

Long Island, NY

- Won "Master's Club Award for Outstanding Sales Achievement" as 11th ranked store in US
- Covered multiple store locations at once, including a US top 5 volume store in Jericho, NY

EXTRA-CURRICULAR ACTIVITIES & ACADEMIC ACHIEVEMENTS

Division III athlete—varsity football; Hartwick College Faculty Scholar; Hilti Master's Club (2011); Million Dollar Sales Club (2014)

SPECIAL SKILLS

Multilingual: English (native), Spanish (advanced), French (intermediate), German (intermediate)

Computer Skills: Microsoft Office (Word, Excel, Powerpoint, Outlook, Publisher, Project), SAP ERP and CRM systems, BOA, Salesforce

Presentation: Public speaking (national experience)