

John Niland

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PROFILE

A dynamic leader with over 15 years of experience in sales, operations, logistics and marketing. Goal oriented, results driven executive who thrives in a team environment and enjoys the finding solutions to the day to day and long-term strategic challenges.

EXPERIENCE

Sims Metal Management, Morrisville PA

2019

Comercial Manager

Responsible for the full sales and relationship management lifecycle for Southern NJ and Eastern PA Region

- Developed strong working relationships with external customers, suppliers and internal stakeholders
- Provided vision, leadership and support to team members to maximize team performance
- Leveraged CRM and various sales marketing solutions to manage and grow pipeline

Empire Metal Trading LLC, Brooklyn NY

2016 - 2019

Business and Sales Manager

Served in multiple Senior Management roles reporting directly to co-founding owners - including sales, relationship and vendor management, operations, project management, logistics, and financial reporting

- Generated over \$1 million per year in business
- Developed, managed, and retained over 3000 client and vendor relationships
- Integral member of Executive Team charged with co-developing annual business plans, determining and achieving key growth & margin targets, hiring and managing new members to my team, and working closely with the other key executives to ensure tight alignment and cross dependencies were met
- Met or exceeded quarterly and annual sales goals every year
- Served as the company's key representative with our Trade Association (ISRI); responsible for providing my peers with key insights and happenings with regards to various industry news, trends, market statistics, business management changes, environmental compliance, legislative activities, scrap processing and handling, new equipment and technology, international market and trade developments, and more.

Central Iron & Metal LLC, New York NY

2004 - 2016

General Manager

Initially brought on as Account Executive responsible for selling and maintaining relationships in NY Region. Promoted within 24 months to manage entire NY Region Team

- Increased year over year growth by 100% three years in row while maintaining client retention rate of 97%
- Consistently exceeded annual growth, revenue, and margin goals throughout my tenure
- Tasked with successfully leading companywide efforts to comply and meet all safety goals and regulations
- Designed and oversaw direct marketing campaigns, promotional events, and website lead gen efforts

Italian Home for Children, Jamaica Plains MA

1993 - 2004

Family Counselor & Case Worker

Worked successfully with hundreds of families across multiple agencies to ensure their safety and wellbeing

- Supervisor of residential treatment center for latency age children
- State licensed social worker, child protection agency
- Life skill counselor working with High-Risk adolescence

EDUCATION

Trinity College (Hartford, CT) with a Bachelor Science in Psychology 1992