

# Jeff O'Malley

San Juan Capistrano, California

Regional Sales Manager Western U.S. - Jenn-Air

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## Summary

23 years in the consumer durables industry. Sales and sales management with several Fortune 500 companies including Maytag, GE, Electrolux and Whirlpool.

Goals include being a director or vice president at a major consumer products company, utilizing my sales and marketing skills I have acquired over the years to lead a sales team and develop new and innovative products that consumers want to purchase.

Core Knowledge and Specialties: Sales, Wholesale, Marketing, Advertising, Sales Training, Budgeting, Hiring, Forecasting, Negotiating, New Customer Development, Product Development, Program Design, Inventory Management. Specialize in high end consumer goods, National sales execution plans, Influence product development and pipeline, National program development and negotiation, Executive relationship building, Expansion of Luxury Kitchen retailers , Marketing strategy development for luxury brands, Sales team leadership and development

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## Experience

Southwest Regional Sales Manager - Jenn-Air at Whirlpool Corporation

July 2014 - Present (4 years 8 months)

Sales management of the Jenn-Air brand for CA, AZ, NV and HI.

National Accounts Sales Manager Jenn-Air at Whirlpool Corporation

August 2012 - Present (6 years 7 months)

Manage top national customers to achieve aggressive sales growth of Jenn-Air brand luxury appliances. Develop marketing, advertising campaigns, and sales training programs to drive double-digit growth on a national level.

### Accomplishments

- Promoted from Market Manager to National Sales Manager within two years of employment
- Grew two of the largest Jenn-Air customers to significant, national levels, including management of all individual locations
- Negotiate national sales programs at an executive level
- Create national advertising, marketing, and promotional strategies
- Develop sales execution models to drive sales results through national customers

## Western Regional Sales Manager at Jenn-Air

January 2010 - Present (9 years 2 months)

## Market Manager- Jenn-Air Brand at Whirlpool Corporation

December 2009 - December 2011 (2 years 1 month)

Effectively managed and grew sales of the Jenn-Air luxury appliance brand through retail and contract distributors throughout the Southern California market through aggressive sales plans, training, and marketing efforts.

### Accomplishments

- Re-positioned the newly designed luxury appliance brand of Jenn-Air in the Southern California market, resulting in over a 30% increase in sales each year to high end appliance retailers.
- Executed new marketing strategy that resulted in increased display presence, new dealer showrooms and increased advertising of the brand, all driving increased revenue and margin.
- Corporate Winner's Circle nominee and runner up for 2010 – Jenn-Air Market Manager of the Year contest for top performers in the corporation.
- Developed customer programs tailored to their unique market niche that allowed substantial growth and partnerships.
- Created all aspects of dealer programming.

## Regional Sales Manager at Electrolux Major Appliances

2006 - 2009 (3 years)

Managed a \$35,000,000 sales region, including 4 district managers, over 150 customers and sold 5 different Electrolux brands within 7 major appliance product categories. Was responsible for monthly sales goals, advertising, promotional and program budgets and new business development

### Accomplishments

- Increased total brand sales +11% YTD in 2008, increased profitability +46% through improved pricing and mix strategy and increased share growth while industry shipments were off -7%-10% ytd.
- Licensed over 20 new retail dealer customers in 2008 alone, adding over \$1,500,000 in new sales revenue.
- Successfully launched the new Electrolux luxury brand to the U.S. retail market with over 170 new models through a product launch program, sales training initiatives, and a massive advertising campaign.

## Key Account Manager at General Electric Consumer and Industrial

2002 - 2006 (4 years)

Managed overall sales for three appliance brands with top National customer, Pacific Sales.

Conducted meetings with key management and presented sales and advertising programs to further develop sales growth. Trained sales and management on all products for each brand on a weekly basis. Developed and analyzed sales reports, as well as created strategies for sales growth.

### Accomplishments

- Increased total sales in 2004 by 34% with Pacific Sales, a top ten dealer in the U.S.
- Grew high-end brands, Monogram +36% and Profile +49% in 2004 and increased margins by +24%.
- Executed over 140 new product introductions resulting in incremental growth.
- Coordinated over 150 live gourmet cooking demonstrations in 12 different store locations.
- Presented training information to over 800 local salespeople at the annual Training Expos.
- Developed a service program for Pacific Sales resulting in fewer service returns and faster service.

## Sales Manager at Purcell Murray Company

2001 - 2002 (1 year)

Managed and led a team of 7 territory managers to achieve sales and marketing goals.

Assisted in becoming the largest national, luxury appliance and plumbing distributor for the following brands: Bosch, Thermador, Gaggenau, Uline, Best, Broan, Franke, and La Cornue, grossing in record-high sales.

### Accomplishments

- Significantly Grew sales of eight premium brands of appliance and plumbing products to major retailers and builder customers in Southern California.
- Grew sales by 26% within second year of employment
- Developed and negotiated dealer programs resulting in new customers and increased product commitments.
- Implemented successful sales training programs for customers using state of the art training and showroom facility

## Key Account Manager at Maytag

1994 - 2000 (6 years)

Sales management for several large retail customers in both Houston TX and Los Angeles CA.

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## Education

University of Tennessee, Knoxville

BA, Liberal Arts, Business, 1988 - 1992

Activities and Societies: Alpha Tau Omega Fraternity

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# Jeff O'Malley

San Juan Capistrano, California

Regional Sales Manager Western U.S. - Jenn-Air

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## 3 people have recommended Jeff

"Jeff is a forward looking manager who finds new and innovative ways to enhance customer experience. His people management skills are excellent and is a proven team leader."

—John White, CMO, AVB Inc., worked directly with Jeff at General Electric Consumer and Industrial

"I have known and worked with Jeff for 10 years. He has consistently excelled in each and every one of his endeavors, thriving in very competitive sales markets while successfully managing others to do the same. You would be hard pressed to find someone with more expertise in premium consumer goods."

—Rob Knenlein, Senior Key Account Manager, Electrolux, worked directly with Jeff at Maytag

"Jeff is an outstanding sales person and golfer."

—Chris O'Malley, SPHR, Recruiting Lead, J&J Talent Acquisition, Johnson & Johnson, was a consultant or contractor to Jeff at Electrolux Major Appliances

# John McDonough

New York, New York

Regional Builder Sales Manager at BSH Home Appliance

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## Experience

Regional Builder Sales Manager at BSH Home Appliance

June 2006 - Present (12 years 9 months)

Responsible for the builder sales segment in the East region for BSH Home Appliances. Manage a sales team to reach growth targets in the contract sales division. Selling to both multi family and single family builders, contractors and developers.

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## Education

Purdue University

Business Management, Business, Management, Marketing, and Related Support Services, 1998 - 2001

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# John McDonough

New York, New York

Regional Builder Sales Manager at BSH Home Appliance

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# Andrew Feldman

San Francisco Bay Area

Director of US Sales

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## Summary

Highly effective Sales and Merchandising Professional with extensive experience in Supply Chain Stability, Procurement, and Customer Management. Progressive expertise in planning and coordination of products, processes, scheduling, and vendor negotiations. Proven ability to successfully champion strategies to upper management; record of leadership, communication, and customer service skills. Committed to team work ethic with advanced communication skills in resolving problems and completing projects.

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## Experience

Director of US Sales - Appliance Channel at Onward Manufacturing Company

February 2015 - Present (4 years 1 month)

Director of Outdoor & Seasonal at Brand Source

April 2014 - January 2015 (10 months)

National Sales Manager at Expert Warehouse 2

November 2001 - April 2014 (12 years 6 months)

Consumer Electronics, Major Appliances, and Outdoor Living categories.

Supervise staff of 15 to support efforts in sales, purchasing, logistics, merchandising, category turnover, customer service escalations, and vendor relationships. Supervise team of 14 outside sales representatives in sales, logistics, programs, and extended warranties. Set pricing and promotional programs and create messaging/differentiators for products in stores.

Advertising Sales at Tailgater Monthly

August 2011 - November 2013 (2 years 4 months)

Tailgater Monthly Magazine (TGM) offers a unique look into the lifestyle of tailgating. RKD Media Partners, one of the founders of the magazine, provides marketing options in print, online, mobile, and at-event. The magazine reaches 220,000 readers via paid and digital circulation. My job consisted of promoting the magazine to manufacturers of the consumer electronics, major appliance, and furniture industries. The goal was to have them advertise in the magazine using my strong relationships and predetermined media kit provided by Tailgater Monthly. TGM gave me the freedom to think outside the normal procedures and offer more of a service to open up new categories and business for the magazine and manufacturers.

Sales Executive at ArchBrook Laguna



2001 - 2009 (8 years)

Managed daily sales and operations of all internet business/e-commerce with various manufacturers. Supported independent consumer electronic accounts, met with clients, and interacted with vendors. Prepared purchase orders, estimates, and customer confirmations.

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## Education

William Paterson University of New Jersey  
Bachelor, Sociology, 2002 - 2007

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# Andrew Feldman

San Francisco Bay Area

Director of US Sales

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## 9 people have recommended Andrew

"I have worked right along with Andrew and his skills are fit for any business environment. His tenacity in managing tasks at hand are superb and always delivered results above and beyond of what was expected of him."

—Elvis Alvarez, President, Accutech Sales , worked directly with Andrew at ArchBrook Laguna

"Andrew was very detail oriented and sales driven. Andrew helped to introduce new opportunities to Stereo Advantage. Andrew is a pleasure to work with."

—Wesley Froebel, President, Minuteman Press Buffalo, was Andrew's client

"Andrew has amazing customer service skills and is on point to take care of details. He has a passion for what he does and does what he promises. There are very few people out there who you can count on to produce in business every single time with quality, promptness and do it with a great attitude and Andrew is one of those people. I very much enjoyed working with Andrew and hope that our paths cross again in the future. He would be an asset anywhere."

—Barrie McCorkle, Director of Supplier Programs, D-Tools Inc., was with another company when working with Andrew at Expert Warehouse 2

"Andrew is a true professional in his field and takes great care to make sure strategic objectives are attained."

—Barry Rothman, sales manager, key sales group, was a consultant or contractor to Andrew at Expert Warehouse 2

"I had the pleasure of working with Andrew when I.Lehrhoff & Company was on it's own. Then I worked with Andrew at ArchBrook Laguna when they purchased I.Lehrhoff & Company. Andrew knows his product and business. Excellent to deal with. I would not have made it at ArchBrook Laguna without Andrews assistance."

—Catherine Nemick, Finance, Aspire Technology Partners, worked with Andrew at Expert Warehouse 2

"Andrew gets results and has never met a wall he couldn't crash through in the interests of moving the business forward. Great attention to detail and always pushing the envelope to grow both personally and professionally."

—Dean Sottile, SVP Digital & Technology, Nationwide Marketing Group, managed Andrew at Expert Warehouse 2

"I met Andrew a few years ago as our companies worked together to start a business for the smaller independents in our industry. Andrew was a pleasure to work with during that process and had some great ideas of what to do differently. He thinks outside of the box and pushes his partners for new opportunities to promote the business. He also has a great sense of humor and is fun to work with because though you work hard you work together while having fun."

—Deena Ghazarian, Managing Partner, TargetPath LLC, was with another company when working with Andrew at Expert Warehouse 2

"Andrew is a passionate professional who is driven to understand his clients true needs and deliver on them beyond expectations."

—Dave Cohen, Executive Creative Director, INSPIRED Freelance, was with another company when working with Andrew at Expert Warehouse 2

"Andrew is a very proactive, thorough and responsive business partner. His ease of process integration and desire to maximize a business relationship to generate growth, sets him apart from many. He truly makes me feel like a partner - striving for common goals. He is always available and makes change happen. He is someone I would turn to, to "get things done"!"

—Sherry Clem, Key Account Sales - Home Appliances, LG Electronics, was with another company when working with Andrew at Expert Warehouse 2

## Northeast Regional Sales Manager

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### Experience

Northeast Regional Sales Manager at Dacor

June 2017 - Present (1 year 9 months)

Territory Sales Manager at Distinctive Appliance Distributing

July 2016 - Present (2 years 8 months)

Regional Sales Manger at Viking Range, LLC

January 2014 - Present (5 years 2 months)

Regional Sales Manager at Hadco

July 2012 - January 2013 (7 months)

District Sales Manager at Delia Inc.

December 1999 - June 2012 (12 years 7 months)

Store Manager at Seavey's Inc.

May 1989 - December 1999 (10 years 8 months)

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### Education

University of Maine

1985 - 1989

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Northeast Regional Sales Manager

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# John Bonacci

Rochester, New York

Regional Sales Manager at Samsung Electronics America

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## Summary

Meticulous, dedicated sales professional with demonstrated leadership skills aimed at exceeding sales goals. Strong knowledge of territory management and market share growth along with great experience in handling sales analysis and reporting duties. My background includes extensive sales, management and product training in the wireless & home appliance industries.

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## Experience

Regional Sales Manager, Home Appliances at Samsung Electronics America

November 2016 - Present (2 years 4 months)

- Prospect, qualify, recruit and train Authorized Samsung Dealers in New York, Pennsylvania & Ohio.

- Assist dealers with inventory management, forecasting and placing orders.

- Create effective marketing campaigns for dealers to increase their sales; including planning out direct mail, newspaper and social media campaigns.

- Develop sales goals for existing dealers on areas of opportunity to maximize their business.

- Train & support existing dealers on product line up & current promotions.

Area Sales Manager at Dish Network

August 2012 - November 2016 (4 years 4 months)

- 2015 Winner's Circle Recipient

- 2016--NorthEast Account Manager of the Month for January & February.

- 2015--Northeast Account Manager of the Month for October, November & December.

- 2014--Northeast Account Manager of the Month for May & December.

Account Manager/Customer Service at Valtech Holdings

February 2011 - August 2012 (1 year 7 months)

Regional Manager at Sprint

October 2009 - February 2011 (1 year 5 months)

District Manager at Nextel Partners--NexGen Wireless, LLC

November 2003 - August 2009 (5 years 10 months)

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## Education

Monroe Community College

Associate's degree, Business Administration and Management, General, 1995 - 1999

Greece Olympia High School

Diploma, 1991 - 1995

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# John Bonacci

Rochester, New York

Regional Sales Manager at Samsung Electronics America

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## 1 person has recommended John

"John has an excellent business acumen that promotes relationship building within his workforce. As my manager, John supported my development with sales skills and operations. He is a true asset to any business relationship. His years of sales management is evident when working with him on any project."

—Anthony Lutrario, Vice President, Director of Training & Development , M&T Insurance Agency, Inc., reported to John at Nextel Partners--NexGen Wireless, LLC



# Dan Griffin

Sacramento, California Area

Regional Sales Manager at Broan-NuTone LLC

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## Summary

Experienced National Account Manager with a demonstrated history of working in the consumer goods industry. Skilled in Communication, Reading Comprehension, Ethics, Management, and Salesforce.com. Strong sales professional with a Master of Business Administration (M.B.A.) focused in Business Administration and Management, General from DePaul University - Charles H. Kellstadt Graduate School of Business.

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## Experience

### Regional Sales Manager at Broan-NuTone LLC

June 2015 - Present (3 years 9 months)

Manage distributors and dealers in the Appliance Channel. Work with various rep agencies to grow sales and implement pricing/promotions. Train dealer sales people on our ventilation products.

Secure display placement on dealer floors. Participate in multiple trade shows throughout the year. Exceeded sales plan in 2015 and 2016 (Best brand). Mentored 2 new employees for my previous roles/customers.

### National Account Manager at Broan-NuTone LLC

June 2013 - June 2015 (2 years 1 month)

Managed major accounts in the Retail and Private Brands Channels. Participated in and won multiple line reviews generating incremental sales and shelf space for Broan products. Provided yearly forecasts. Opened a new customer account. Received Broan "Achievement Award" for exceeding sales plan.

### Regional Sales Manager at Broan-NuTone LLC

April 2008 - June 2013 (5 years 3 months)

Managed major accounts in the Retail and Hardware Channels. Negotiated 25+ marketing/sales agreements. Delivered 14 price increases. Successfully completed 10 line reviews. Guided 4 rep groups to meet sales plans. Worked 6 customer buying markets per year.

### Territory Sales Manager at Broan-NuTone LLC

March 2006 - March 2008 (2 years 1 month)

Managed 130+ accounts (Electrical/Plumbing/HVAC Distributors; K&B Showrooms). Conducted 50+ counter days/trainings with distributors. Completed 350+ contractor/builder sales calls.

### Sales Associate at Broan-NuTone LLC

April 2005 - March 2006 (1 year)

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## Education

DePaul University - Charles H. Kellstadt Graduate School of Business

Master of Business Administration (M.B.A.), Business Administration and Management,  
General, 2007 - 2011

University of Wisconsin-Madison

Bachelor of Business Administration (B.B.A.), Marketing, 2000 - 2004

Activities and Societies: Mu Kappa Tau Professional Honorary Marketing Society Hoofers Sailing  
Club

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# Dan Griffin

Sacramento, California Area

Regional Sales Manager at Broan-NuTone LLC

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# Dan Atkinson

Greater Seattle Area

Regional Sales Manager at Miele

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## Summary

Senior-level professional with over 25 years' experience in managing clients, teams, projects, vendors and contracts while demonstrating a continuous focus on customer service, profitability and sales.

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## Experience

### Regional Sales Manager at Miele

January 2012 - Present (7 years 2 months)

Senior level professional responsible for effectively managing Miele's Western region including Alaska, Washington, Oregon, Idaho, Wyoming, Montana and Northern California building, mentoring and leading a team of sales professionals. With over 25 years' experience in managing clients, teams, projects, vendors and contracts while demonstrating a continuous focus on customer service, profitability and sales. Coordinates communications, information and highly skilled professionals to creatively meet the needs of clients through well-managed projects, programming and sales initiatives. Strong interpersonal, written, verbal and listening skills that support the building of collaborative relationships and leading a highly effective sales team.

### Territory Sales Manager at Luwa

December 2004 - January 2012 (7 years 2 months)

Managing independent appliance dealers in Washington, Idaho and Montana for a luxury appliance distributor and responsible for building strong alliances with local business owner's and their sales staff through customer service, relationship building and select distribution. Lead training and team building based projects to support improved sales and increased profitability for local business owners, recognized for superior customer service, sales and profitability for consistently demonstrating accountability and high level of customer focus.

### Sales Manager at Lowe's Companies, Inc.

December 2000 - December 2004 (4 years 1 month)

Managed team of Specialists, ensured exceptional customer service, set sales goals and performed team building exercises. Led implementation projects for customer service and sales from small 2-person use tools to store content management solutions in use by all employees. Analyzed profit and loss statements and created programs that ensured maximum profitability in

all facets of the business. Responsible for all employee reviews, performance evaluations and Human Resources.

#### Retail Manager at The Home Depot

December 1993 - December 2000 (7 years 1 month)

Recognized for taking a leadership role, team building, merchandising and sales initiative.

Received 6 promotions before being recruited by Lowes for a managerial position within their growing operation.

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#### Education

University of Washington

Civil Engineering, 1987 - 1988

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# Dan Atkinson

Greater Seattle Area

Regional Sales Manager at Miele

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## 4 people have recommended Dan

"During my Miele tenure as one of Dan's Territory Managers in Northern California, I was awed by his ability to lead a team with such positive influence, fortitude, and perseverance. Dan's uniqueness as a leader is accomplished by a combination of a hands-on/hands-off approach. He allows his managers to work independently, creatively, and successfully; yet also knows when to mentor and guide. Dan's appliance industry knowledge is second to none in the Pacific Northwest and Northern California markets. His years in the business have given him an expertise that gives a distinctive advantage over his peers as well as his competitors. If you have a question, Dan will have the answer. This proof can be found in the success of his team in their sales as well as their professionalism in the field. I would recommend Dan Atkinson for any high level management position in the appliance world, but also in any industry for which he will lead a team. "

—Stacey Vaughn, Associate Information Technology Consultant, bepress, reported to Dan at Miele

"I had the great fortune of working with Dan on a highly successful multi million project in Portland, the Cosmopolitan a high end mixed use development. Dan managed the entire appliance package with professionalism and strict adherence to our timelines. An asset to our industry!"

—Doug Shapiro AIA, LEED AP, Area Manager, MWH Constructors, was Dan's client

"Few people have the opportunity to report to a manager who is also a coach and mentor—but I did when I worked for Dan I had the pleasure of working for Dan for two years while at Miele, where our team significantly grew our region's business under his leadership. I was always in awe of Dan's ability to command a room and get people on board with ideas—even people who were initially on completely different pages. It amazed me how Dan could convince a room that two people with two completely different ideas were both right in their own way. It just was a matter of seeing it from each other's perspective. And no matter how tense meetings could get, Dan made sure everyone left with a confidence boost, energized and ready to accomplish whatever goals had been set. As a team member or a leader, Dan earns my highest recommendation. "

—Kimberly Goldberg, Senior Account Executive, Georgia-Pacific LLC, reported to Dan at Miele

"I have the pleasure of working with Dan both in the capacity of one of his customers and on the executive team where Dan was our top performing sales representative. Dan is the kind of person that drives results. He's very adept at managing a sales team and getting the most from his teams talents as well as rolling up his sleeves and making it happen himself. As one of his customers Dan is bar none the most responsive contact we have an any of our suppliers. He always delivers on his promises and is quick to follow up with the actions that are happening behind the scenes to get something done. Any company that is looking for an experienced sales leader would do well adding him to their team."

—Mike Atkinson, VP of Operations / Supply Chain / Strategic Planning, Seattle Coffee Gear, was Dan's client

# Erik Hendrickson

Charlotte, North Carolina Area

Director of Sales at Samsung Electronics America

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## Summary

I have worn multiple hats in my career thus far - everything from operations, strategy, sales, sales operations, merchandising retail channels and B2B within commercial industries. I have a unique ability to lead multi-dimensional projects and overcome challenges that are presented. I like to challenge myself to be a superhero both at work and at home - accomplishing the impossible at times.

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## Experience

Director of Sales at Samsung Electronics America

January 2019 - Present (2 months)

Product Marketing Director - Home Appliances (Refrigeration) at Samsung Electronics America

February 2017 - Present (2 years 1 month)

- # I lead a \$2 Billion+ HA category at Samsung

- Full P&L Management

- # Strategic Cross Functional Engagement

- # Go-to-Market Strategizing

- # Customer Engagement & Growth

- # Talent Development & Management

- # Competitive Analytics

- # Product Lifecycle Management

- # Product Development

- # Supply Chain & Forecasting

Broker Associate at RE/MAX Suburban at RE/MAX Suburban

July 2015 - February 2017 (1 year 8 months)

Divisional Merchandise Director - Lawn & Garden at Sears Holdings Corporation

October 2015 - December 2016 (1 year 3 months)

Vice President - Retail at Empire Today

March 2014 - April 2015 (1 year 2 months)

- Charged with re-inventing the Empire Today brand by implementing retail showrooms as the company's key growth expansion plan.



- Developed and implemented a brick and mortar concept from inception – including, but not limited to real estate site selection, showroom design, merchandise assortment, fixture prototyping, strategic planning and recruiting.
- Sales focused driven decisions along with strategic planning produced a sales experience better than anyone else in the industry.

#### **General Manager - Appliance Builder Distributors at Sears Holdings Corporation**

**July 2011 - March 2014 (2 years 9 months)**

Full responsibility for Sales, P&L accountability, marketing, operations and human resources subsidiary luxury appliance businesses owned by Sears Holdings Corporation; consisting of 15 showrooms, 3 corporate offices and over 300 employees throughout Florida, Arizona, Nevada and Northern California. \$100M+ revenues.

- Through strategic changes and focusing on the operating excellences of the subsidiary group – Transformed the business from being a profit drain to making over \$1M in EBITDA in less than a year.
- Made key strategic hires to focus the team on becoming a customer centric, sales driven organization driving significant top and bottom line revenue gains. Diversified the sales team to focus on the different channels within the portfolio.
- Drove incremental profit by negotiating strategic partnerships with key vendors allowing our sales team to provide best in class products and service.

#### **Director Sales - Home Appliances at Sears Holdings Corporation**

**October 2010 - August 2011 (11 months)**

Strategic planning and leadership of all financial functions relating to the Home Appliance call center teams. These responsibilities included: running the sales team, managing a \$120M+ dollar revenue plan, coordinating multiple facilities, developing new initiatives while maintaining a focus on the bottom line EBITDA plan.

#### **Operations Manager - Appliance Builder Distributors at Sears Holdings Corporation**

**February 2010 - December 2010 (11 months)**

#### **ASSM - North Region at Sears Holdings Corporation**

**August 2009 - March 2010 (8 months)**

Appliance Select Territory Manager for the North Region.

#### **National Manager - ABD Integration at Sears Holdings Corporation**

2008 - August 2009 (1 year)

Product Manager - Sears Commercial at Sears Holdings Corporation

2006 - 2008 (2 years)

Branch Manager - Florida Builder Appliances at Sears Holdings Corporation

2005 - 2006 (1 year)

Florida Builder Appliances is a wholly owned subsidiary of SHC.

Operations ASM - Tampa FL at Sears Holdings Corporation

2005 - 2005

Brand Central ASM - Tampa FL at Sears Holdings Corporation

2003 - 2005 (2 years)

National Management Trainee at Sears Holdings Corporation

2002 - 2003 (1 year)

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## Education

University of Missouri Trulaske College of Business

BA, Business Management, 1998 - 2002

Activities and Societies: President - Phi Delta Theta Fraternity

University of Missouri-Columbia

Bachelor's Degree, Business, Management, Marketing, and Related Support Services, 1998 - 2002

Activities and Societies: President Phi Delta Theta

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# Erik Hendrickson

Charlotte, North Carolina Area

Director of Sales at Samsung Electronics America

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## 3 people have recommended Erik

"I worked with and reported directly to Erik during his employment with Sears Holdings. Erik was responsible for supporting, leading and directing the Appliance Builder Distributor division. As the General Manager for ABD, Erik had demonstrated leadership management skills that were clear and supportive to our teams. Erik kept our subsidiaries on task while driving company results. His leadership style was consistent and accountable. Erik has earned my recommendation as a solid leader."

—Matt Hernandez, Director of Operations, HybridCore Homes, reported to Erik at Sears Holdings Corporation

"Erik is the consummate professional. I witnessed this when working with him on the Empire retail project. Erik's leadership skills shined throughout the project as he kept his team engaged and motivated all the while keeping his razor-sharp focus. It was inspiring to work with a leader who has impeccable work ethic and is compassionate about his team. He has my highest recommendation!"

—Bardha Zendeli, PMP, Senior Project Manager - Information Security, BMO Financial Group, worked indirectly for Erik at Empire Today

"I was pleased to promote Erik from his former position as Brand Central Manager to Showroom Store Manager in Tampa Florida. He did a great job of turning this operation around in short order. His leadership and selling skills paid off big time. While we did not work together for long, I have followed Erik's rapid advancement to the top of the Sears ABD Group and am not surprised at his success. His pleasant demeanor combined with the determination for success makes him a great business leader. Larry Lewis"

—Larry K. Lewis, Business and Government Consultant, Integrity Consultants LLC, managed Erik at Sears Holdings Corporation

# Darrin Dillavou

Phoenix, Arizona Area

Regional Manager West- HA Builder Division at Samsung

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## Summary

Experienced builder of brands with a history of working in the consumer electronics and home appliance industries. Strong demonstrated background in taking existing brands into new channels as well as launching new brands against already entrenched competition.

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## Experience

Regional Sales Manager West- HA Builder Division at Samsung Electronics America

April 2016 - Present (2 years 11 months)

Regional Account Manager AZ, NM, Las Vegas, and El Paso at Vent A Hood

August 2012 - April 2016 (3 years 9 months)

Responsible for increasing market share in the Southwest for two industry leading brands in the Major Appliances; Vent A Hood and Lynx Professional Grills.

Territory Manager-AZ and NM at Almo Corporation

July 2012 - August 2012 (2 months)

Sales Manager AZ, NM at Twin Eagles Premium Grills

April 2008 - June 2012 (4 years 3 months)

Growing brand awareness and sales by increasing floor displays and training. Conduct cooking demonstrations to grow partnership with BBQ community and sales teams while introducing the brand to the public.

District Manager at Noble Distributors Inc.

April 2005 - June 2012 (7 years 3 months)

Sales and leads development. Focus on training while working with manufacturer programs to assist my accounts profitably grow their business using our product lines.

Appliance Sales at The Great Indoors

August 2001 - March 2005 (3 years 8 months)

Retail appliance sales. Utilized product knowledge and lead development to drive business and lead location in sales for entire tenure.

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## Education

University of Phoenix



# Darrin Dillavou

Phoenix, Arizona Area

Regional Manager West- HA Builder Division at Samsung

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