

Jason Mullen

Atlanta, Georgia

VP of Misc. Stuff at Viking Range, LLC

Experience

Eastern Regional Builder Sales Manager at Viking Range, LLC

September 2017 - Present (1 year 6 months)

- * Direct regional sales initiatives, through distribution, targeting and penetrating single and multi-family home builders.
- * Responsible for developing and meeting sales goals utilizing tactical approaches, working in cross-functional teams, to achieve these growth goals.
- * Cultivate and manage relationships within the Builder/Specifier US Sales Channel (Sales Reps, Dealers, Distribution Partners, Home Builders, Developers, Architects, and Designers).

Curriculum Architect at Viking Range, LLC

October 2015 - August 2017 (1 year 11 months)

- Responsible for the design, development, implementation, and maintenance of product training content for the organization.
 - * Utilized various Adult Learning Theories (specifically Andragogy, Transformational, and Experiential) to maximize effectiveness and reach.
 - * Designed and developed graphics and training materials to support instructor led programs.
 - * Courses occurred in a variety of locals; offsite on vendor premises, web-based (e-Learning), and internally.
- Integrated new products into existing courses; often under compressed timelines,
- Measured effectiveness of training programs from a customer satisfaction and ROI perspective.

Showroom Manager at Viking Range, LLC

May 2015 - May 2017 (2 years 1 month)

- Responsible for all aspects of corporate showroom and national training center.
- Lead the coaching and mentoring of showroom associates and new members of corporate sales force for 38 states.
- Managed the execution of showroom sales consultations including the handoff of customers to local/regional independent retailers.
- 2016 Showroom Manager of the Year.
- Designed and implemented marketing campaigns for showroom.
- Designed all (11) appliance vignettes in showroom.

- Partnered with vendors to create and host bi-weekly CEU classes for architect and designer community.

District Sales Manager at Viking Range, LLC

April 2015 - May 2015 (2 months)

Jenn-Air Market Manager at Whirlpool Corporation

June 2012 - October 2014 (2 years 5 months)

Charged with developing and executing sales strategies throughout Florida. Managed 102 accounts and 400 associates. Was recognized for my accomplishments by being awarded Manager of the Quarter 3 consecutive times.

- Cultivated relationships with customer base to more than double the markets sales volume during my 3 years: 2011 - \$7.9 million; 2012 – 29% growth (\$10.2M); 2013 – 42% growth (\$14.5M); 2014 – 34% growth (\$19.4M).
- Finished 2014 ranked #1 nationally in both sales volume (\$19M) and growth % (34%). Finished 2013 ranked #2 nationally in both categories as well.
- Led all sales reps in Quarterly sales growth for 4 consecutive quarters; Q4 2013 – Q3 2014.
- Created a first of its kind 40 page, nationally distributed, builder brochure (brag book) to specifically target single and multi-family construction, as well as the design community.
- Was responsible for the signing of \$11M in builder business

Showroom Sales Associate at Ferguson Enterprises

September 2010 - May 2012 (1 year 9 months)

Territory Sales Manager at Miele

September 2004 - December 2009 (5 years 4 months)

Progressed through a series of promotions, culminating in the challenge to direct the turnaround of the Georgia market. Supervised an independent sales force consisting of 38 dealer locations and 140+ associates. Led all forecasting, market analytics, and sales team training/development programs.

- Took immediate, decisive steps that repaired damaged relationships, rebuilt trust and cemented loyal customer partnerships that have continued to the present day.
- Elevated Georgia account sales by \$950,000 (growth of 37%) from 2006 to 2009. Met or exceeded sales targets in first three years despite challenges presented by a slumping housing market and loss of several key dealers due to bankruptcy in the recession.
- Increased dealer base 43%, by opening 19 new dealers in new and existing markets. This resulted in additional sales of \$570,000.
- Revamp 74% (28 of 38) of dealer displays in my market; including the single largest dealer display investment in Miele USA history (\$122,000 at Cook's Warehouse). This included increasing display retail space, designing and installing new displays, and working with 3rd party contractors to renovate existing displays.

- Transformed minimally producing territory into a lucrative revenue generator. Built trust, salvaged relationships, and won back brand loyalty.
- As part of a 2 person sales team, increased annual sales from an initial \$3.7M (2003) to \$5.3M (2004); \$7.9M (2005); \$9.7M (2006). An average annual sales growth of 39% for 3 years.
- Oversaw all sales and business development functions, including new product rollouts, key account management, customer relationship development, contract negotiations, and order fulfillment.

Guest Services at Marriott Hotels

December 1998 - July 2004 (5 years 8 months)

Education

Rochester Institute of Technology

Computer Engineering, 1992 - 1994

Jason Mullen

Atlanta, Georgia

VP of Misc. Stuff at Viking Range, LLC



Gina Armetta

Greater Chicago Area

Regional Sales Director, Kalamazoo Outdoor Gourmet

Experience

Regional Sales Director at Kalamazoo Outdoor Gourmet

May 2015 - Present (3 years 10 months)

Interior Design Consultant at Alter

September 2013 - May 2015 (1 year 9 months)

Sales Merchandising Manager at Walter E. Smithe Furniture + Design

November 2009 - September 2013 (3 years 11 months)

Education

Harrington College of Design

Bachelor of Fine Arts - BFA, Interior Design, 2002 - 2006

Gina Armetta

Greater Chicago Area

Regional Sales Director, Kalamazoo Outdoor Gourmet



Pasha Khosravi

Greater Minneapolis-St. Paul Area

Regional Sales Manager - Home Appliances at Samsung Electronics America

Summary

Experienced Sales Manager calling on National and International Retailer and Distributor Accounts.

Specialties: Leadership, Account Management, Product Management, Prospecting, Sales, Retail Merchandising, Mentoring, Business Writing, Field Marketing, People Management, Business Presentations, Client Reports, Sell-Through Specialist, All-Around Trouble Shooter, Vendor Operations.

Experience

Regional Sales Manager - Home Appliances at Samsung Electronics America

June 2018 - Present (9 months)

Director of National Sales at Core Distribution, Inc.

February 2017 - June 2018 (1 year 5 months)

Director of International & Specialty Sales at Innovative "it" Technology

November 2015 - February 2017 (1 year 4 months)

Eastern US & International Sales Manager at Bracketron

July 2014 - November 2015 (1 year 5 months)

National Sales Manager at Bracketron, Inc.

August 2012 - February 2015 (2 years 7 months)

- Assists Executive VP in helping run the National Sales team.
- Directly responsible for managing all International Business with Retailer and Distributor Partners outside the United States.
- Manages the sales support team in a variety of projects and sales initiatives for Bracketron.

Manager, Sales Support & Key Accounts at Bracketron, Inc.

February 2012 - August 2012 (7 months)

Client Coordinator (Best Buy On-Site) at Mosaic Sales Solutions

August 2011 - February 2012 (7 months)

- Coordinated operations management for Mosaic on Best Buy Account.

- Helped manage Best Buy Project Team Portal on behalf of client as primary point of contact.
- Assisted Mosaic Account Manager in helping to close sales with different Best Buy buying groups.

Field Marketing Manager at Sharp Electronics

May 2007 - June 2011 (4 years 2 months)

- Coordinated all field marketing activities in assigned territory, including store visits, trade shows and managing part time staff.
- Trained retail employees and distributor partners on flat panel TV products.
- Responsible for millions of dollars in Sharp Product sell-through in assigned retail locations.
- Involved in numerous dedicated special projects and reported to senior management about market activities.
- Worked extensively with Best Buy National Account Team representing Field Marketing Initiatives and reporting on activities at store level.

Western Territory Manager - Philips at BDS Marketing

January 2007 - May 2007 (5 months)

- Managed and mentored 8 full time staff of field marketing professionals across the western United States.
- Represented Philips at trade shows and events to promote their electronic products.
- Held accountable for managing the Minnesota market in sales and maintaining positive store relations.
- Helped formulate field marketing strategies to help increase Philips brand awareness across my assigned territory.

Market Development Representative at Creative Channel Services

April 2005 - January 2007 (1 year 10 months)

- Point person for all field marketing activities in assigned territory, including store visits, trade shows and special events.
- Helped assemble Client Reports every Friday for major retail partners for Virgin Mobile (Best Buy, Wal-Mart, Target, i.e.).

- Negotiated with Wal-Mart store managers to develop end cap fixtures and special displays, resulting in additional cell phone activations and an increase in sales.
- Mentored 2 new representatives in Orange County and Chicago
- Was the instructor for Creative Channel Services's CyberScholar Class at Best Buy GO University

Computer Department Area Manager at Best Buy
August 2003 - November 2004 (1 year 4 months)

Education

Metropolitan State University
BS, Marketing, 2005 - 2010

Pasha Khosravi

Greater Minneapolis-St. Paul Area

Regional Sales Manager - Home Appliances at Samsung Electronics America



10 people have recommended Pasha

"Pasha led a team of people for me that were instructed to go into select retail locations and perform a series of tasks. His team was responsible for; checking displays, inventory monitoring, assisting with POP, educating the retail sales people, overcoming objections towards the product and evangelizing the Philips brand. Pasha's team always provided great results. He made sure his team was educated on all products and technologies which portrayed them as the "experts" in the category and I knew I could trust Pasha to make sure his that team would get the job done. He was a consummate professional and I would not hesitate to hire him again."

—John Morog, Area Training Manager, Waste Management, was Pasha's client

"Pasha was an absolutely incredible partner, and truly an invaluable member of our management team at Best Buy. His integrity, enthusiasm, and passion were contagious, and his drive for results and ability to lead our team to the company's vision was second to none. Pasha had the midas touch, as everything that he was involved with eventually became successful. He is a great leader, an amazing teacher, and an awesome peer... truly one of the most impactful partnerships that I've experienced in my tenured retail career."

—Eric Fields, Store Manager, Tesla, worked directly with Pasha at Best Buy

"I had the privilege of working with Pasha for over 3 years at Creative Channel Services on the Virgin Mobile account. Besides being an excellent mentor/coach, he consistently performed at the highest level and was always growing business through innovative ways. Pasha was resourceful, creative, confident and most of all reliable and honest. Pasha is a terrific guy with a great sense of humor that is worthy of my highest recommendation!"

—Jeff Brunell, MBA, Adjunct Professor, Pepperdine Graziadio School of Business and Management, managed Pasha at Creative Channel Services

"Pasha is a detail oriented, results driven leader you want- no... that you need on your team. His ability to build close relationships, and continue to grow a network has set him aside from others

I have worked with. He has great business insights, and is constantly adapting and learning and refining his skills. I look forward to working with him in the future."

—Eric P. Scheid, CPPM, Director Of Client Services, Group O, managed Pasha at Mosaic Sales Solutions

"I had the privilege of working with Pasha while working on the Sharp program. He was one of my main contacts at Sharp and I found him to be an extremely dedicated person. Pasha has a great sense of business and how to lead people. He is one of the most knowledgeable people in the consumer electronics industry and drove Sharp to run at the highest levels. I considered him to be a true leader and mentor. He is the type of person you want on your team and not the competitors."

—David Wald, Senior Account Manager, Goosetown Communications, was with another company when working with Pasha at Sharp Electronics

"Pasha is both technically capable and builds strong relationships in the retail channel."

—Mike Krachmer, Director of Operations, Community Emergency Service, managed Pasha indirectly at BDS Marketing

"Pasha's can do attitude and understanding of the business allowed for our team to enjoy a bit of success in his tenure. I found him well organized and willing to understand and work with all levels of his team to create a rewarding and successful work environment. I would recommend his management ability to any organization."

—Greg Lutha, Managing Director / Co-Founder, Reboot Retro, INC, reported to Pasha at Best Buy

"Pasha did an excellent job training me considering I had never worked in Field Marketing before, so he had his hands full. I was overwhelmed at first, but Pasha used his reasoning skills to calm me down and he always checked in with me to make sure I didn't have any questions and/or concerns. Pasha amazed me when he offered to set up my home office and I could tell Pasha genuinely wanted to do everything in his power to help me out and make my life easier. He also went above and beyond mentoring me well past what he was required to do. Pasha always had his phone on for me and he was as interested in my career development as much as his own. Pasha has an amazing ability to build relationships and Pasha was the most respected person on the team. He was also the first person to find out key insight or intelligence on a retailer, which Management appreciated, and he leveraged the relationships he had with his store associates to learn about key changes or new products from the competition. Pasha strives to be the best at whatever he does and his competitive nature allows him to produce amazing results in his work."

—Timothy Mroz, Postpaid Account Executive, Sprint, worked indirectly for Pasha at Creative Channel Services

"Pasha was a consistent producer for me from day 1 as a Consumer Electronics Field Marketing Manager. Whenever I was in need of "hard to find" market/store-level insight Pasha was the first rep I called because I knew he would find a way to get it and then deliver it to me in a concise/meaningful manner. Great employee...as passionate as they come."

—Steve Faulkner, Senior Business Analyst - Retail Client Services, MarketSource Inc., managed Pasha at Sharp Electronics

"I had the pleasure of working with Pasha for roughly four years and can say that he brings a strong work ethic and a commitment to his job every day. He works very well with others, and makes himself available to assist whenever needed. He has a genuine ability to think "outside the box" and has a unique and gifted way of thinking of easy ways to convey an often difficult technology/message. These are just a few reasons why Pasha was a great member of our team."

—Brad Lyons, National Accounts Manager, Panasonic USA, worked directly with Pasha at Sharp Electronics

Charles (Charlie) Roy

Charlotte, North Carolina

Builder of dealer and distributor sales networks.

Summary

After stints in product management and supply chain, I have rediscovered my passion for sales, building a growing and thriving network of dealers and distributors, delivering on commitments to customers and management. The primary attribute that has always driven my search for improvement is curiosity... the "What if" moments that seek to improve on the current situation.

Experience

Director Sales & Operations at Electrolux Major Appliances

April 2014 - Present (4 years 11 months)

Created and currently expanding a network of distributors and dealers to sell distressed inventory, including obsolete, overstock, and damaged units. With P & L accountability, consistently deliver tens of millions of dollars in recovery annually, improving year over year profitability by a substantial amount.

Director Supply Chain at Electrolux Major Appliances

February 2007 - April 2014 (7 years 3 months)

Leading teams, including direct report managers and associates, collaborating cross functionally with colleagues on various aspects of supply chain management...including production planning, inventory management, customer order management, and final mile delivery of customer orders. Additionally, created a dealer network for the liquidation of distressed inventory created from reverse logistics. My team recovers tens of millions of dollars annually by selling damaged and returned inventory. Worked with a team of warehousing and transportation professionals to relocate two regional distribution centers.

Product Line Manager, Freezers at Electrolux Major Appliances

March 2005 - February 2007 (2 years)

Working with Design, Engineering, Sales, Marketing, and Manufacturing teams to develop, launch, and grow sales of new residential freezer products. During this period, also developed and launched a line of food service, commercial application refrigerators and freezers that are marketed under the Frigidaire Commercial and Kelvinator Commercial brands. Developed a distributor network to actively sell the Kelvinator Commercial line of products.

Product Line Manager, Dishwashers at Electrolux Major Appliances

March 2003 - February 2005 (2 years)

Working with Design, Engineering, Sales, Marketing, and Manufacturing teams to develop, launch, and grow sales of new products. While working on the dishwasher product line, led a team that collaborated with Engineering and Marketing to develop and launch a multi-speed residential dishwasher system called SpeedClean. This product allowed the Frigidaire brand to successfully participate at higher retail pricepoints than was previously the case.

Key Account Sales Manager at Electrolux Major Appliances

April 1997 - March 2003 (6 years)

Held various positions in key account management including such major retailers as Best Buy, AVB/BrandSource, and a network of independent distributors.

National Account Sales Manager at Electrolux Major Appliances

July 1996 - April 1997 (10 months)

Successful in leading a team of four Region Managers and 35 National Account District Managers, calling on national retailers such as Lowe's, Best Buy, and Sears. The team provided sales training and in-store marketing support to drive the sales of Frigidaire brand appliances.

Education

University of Louisiana at Lafayette

Bachelor degree, Business Administration

Activities and Societies: TKE fraternity

Charles (Charlie) Roy

Charlotte, North Carolina

Builder of dealer and distributor sales networks.



Michael Grinter

Chicago, Illinois

Director of Sales, OES at Bosch USA

Experience

Director of Sales, OES at Bosch USA

January 2019 - Present (2 months)

Sr. Sales Manager Aftermarket at Robert Bosch

March 2011 - December 2018 (7 years 10 months)

Education

University of Detroit Mercy

Master of Business Administration (M.B.A.), 1998 - 1999

University of Dayton

1991 - 1995

Michael Grinter

Chicago, Illinois

Director of Sales, OES at Bosch USA



John Reid

Houston, Texas

Territory Sales Manager | Texas Gulf Coast

Summary

Miele brand resource partner to appliance retailers, architects, designers, and builders.

Experience

Territory Sales Manager | Texas Gulf Coast at Miele

July 2012 - Present (6 years 8 months)

Education

Midwestern State University

Bachelor of Science (BS), Criminal Justice, 1996 - 2000

John Reid

Houston, Texas

Territory Sales Manager | Texas Gulf Coast



Logan DiPaolo

Washington D.C. Metro Area

District Sales Manager at Samsung Electronics America

Summary

Experienced District Sales Manager with a demonstrated history of working in the consumer electronics industry. Strong sales professional skilled in Analytical Skills, Sales, Retail, Sales Operations, and Customer Satisfaction.

Experience

District Sales Manager at Samsung Electronics America

January 2016 - Present (3 years 2 months)

Field Sales Manager at Samsung Electronics America

February 2014 - January 2016 (2 years)

Regional Merchandising Manager at ActionLink

January 2013 - January 2014 (1 year 1 month)

Manage 5 district managers and over 300 part time merchandising representatives located from Maine to Puerto Rico. These representatives promote merchandising initiatives that include auditing, maintaining, and building complex displays for a wide variety of client's.

Regional Manager for LG Electronics at ActionLink

August 2011 - January 2013 (1 year 6 months)

Manage full time and part time representatives over the north east territory. These representatives train and assist in sales at large retail outlets promoting LG electronics sales initiatives and product knowledge and merchandising standards.

Regional Manager for LG Electronics at ActionLink

January 2011 - August 2011 (8 months)

Responsible for the execution of all LGE merchandising strategies within DC, MD, VA, PA, and TN. I am responsible for recruiting, hiring, and scheduling of the LGE Merchandising Representatives in their respective region. I am also responsible to ensure all direct reports are thoroughly trained on all aspects of the LG program initiatives. In addition to managing and developing the individuals in a region, I am also responsible for analyzing business results in the region and recommending and implementing process improvements.

National Training Specialist at LG Electronics

December 2007 - March 2011 (3 years 4 months)

Managed a territory of over 70 stores for one of the largest home appliance and electronics company in the world. Trained sales associates in product knowledge, selling strategies and product placement. I was responsible for individual and group training both on a formal or informal level.

Management Trainee at Enterprise Rent-A-Car

June 2007 - December 2007 (7 months)

Manage and maintain retail and corporate business for one of the largest rental services in the United States.

Sales Representative at Renn Kirby Pontiac Mitsubishi

June 2005 - January 2006 (8 months)

Product Specialist at Best Buy

January 1999 - January 2003 (4 years 1 month)

Education

West Virginia University

Bachelor of Arts, Communication Studies, 2002 - 2007

Montgomery College

Associate of Arts, General Studies, 2004 - 2005

Linganore high school

Logan DiPaolo

Washington D.C. Metro Area

District Sales Manager at Samsung Electronics America



5 people have recommended Logan

"Logan is a fantastic manager and product trainer. His years of experience within LG Electronics, and Actionlink have provided him a wealth of experience managing quick time tables, introducing new product to the market and building team consensus quickly. His warm personality and energetic approach to getting tasks accomplished is infectious and creates a sense of teamwork through the entire organization that he works in. He's among the best I've worked with at adapting quickly to his environment and accomplishing goals ahead of schedule. If you're looking for a results oriented manager who builds great teams, hire Logan immediately."

—Pete Hollenhorst, Sales Manager West Coast- Pro Channel, eero, worked directly with Logan at LG Electronics

"Logan is a very talented individual who can accomplish multiple roles. He has extremely good people skills and leads his team versus just giving directions. Logan was a consistent top performer in the two roles that he had as a Regional Manager. I always had confidence in the job that he did and how he directed his team to higher levels of excellence. I would highly recommend Logan for any leadership position"

—Mark Trosclair, Branch Manager, Chase, managed Logan at ActionLink

"I had the pleasure of working closely with Logan DiPaolo in supporting multiple training events and industry shows for the Home Appliance category. Logan is an exceptional individual with high energy, commitment to company, and is incredibly driven. His knowledge of the industry is to be commended and his connectivity to people and relationship building is a strong characteristic of his personality. I highly recommend Logan DiPaolo. Ricardo Caligagan Director - Marketing LG Electronics"

—Ricardo Caligagan, Director - Marketing, LG Electronics, managed Logan indirectly at LG Electronics

"I've had the pleasure of working and managing Logan on the LG In-Store Marketing program. Logan was promoted from the Merchandising team to the Sales team and hit the floor running."

During that time I have seen his ability to lead a team successfully on program initiatives no matter what was thrown at him. This was not an easy task as he was in the highest level of visibility for the program as LG's corporate office was in his territory which meant he would have a large amount of one off requests and firedrills – all of which he completed with a high level of success. On top of the endless firedrills and program day to day needs he still took on and led a companywide Newsletter committee to help promote the successes of the program to all 100+ Brand Advocates, and Managers/Executives on the LG and ActionLink side. Lastly he played a key role putting together our certification program for our field team. Logan is one of the most adaptable, passionate, and dedicated managers I have ever had the pleasure of working with. I would have no hesitation recommending him and wish him the best success in his career."

—Martin Pak, Senior Manager Retail Innovation, Samsung Electronics America, managed Logan at ActionLink

"Logan is an extremely bright, enthusiastic, and dedicated worker. In the two years that he reported to me he mastered a new product category (Consumer Electronics) and pursued his knowledge to surpass many others in the industry by earning certification from Image Science Foundation. Logan takes a no-nonsense approach to getting his work done and is able to quickly build strong relationships. I've put Logan in charge of several projects and was never disappointed in his effort or results."

—Robert Lawton, Senior Manager, National Product Training, LG Electronics, managed Logan at LG Electronics

SungMoon Myung

Greater New York City Area

Director of Sales and Marketing, Home Appliance, Refrigeration (Product Category Management in US Subsidiary)

Summary

- Currently in US working as a brand/product manager of Refrigeration representing LG Electronics.

Experience

Director of Sales and Marketing (US Product Management, Refrigeration) at LG Electronics
November 2016 - Present (2 years 4 months)

Senior Manager (HQ US Account Manager, Refrigeration) at LG Electronics
July 2013 - October 2016 (3 years 4 months)

LG Electronics HQ(Korea) - North America Refrigeration Sales and Marketing
USA Account (Senior Manager)

Senior Manager (HQ Canada Account Manager, LCD/LED/UHD TV) at LG Electronics
December 2011 - June 2013 (1 year 7 months)

LG Electronics - North America Television Sales and Marketing Team
Canada Account Senior Manager

Manager (HQ US & Canada Account Manager, LCD/LED/UHD TV) at LG Electronics
December 2009 - November 2011 (2 years)

LG Electronics - North America Television Sales and Marketing Team
US & Canada Account Manager / North America Product Line up Management

Manager (HQ, Mexico Account Manager, LCD/LED TV) at LG Electronics
May 2007 - November 2009 (2 years 7 months)

LG Electronics - North America Television Sales and Marketing Team
Mexico Account Manager / North America Product Line up Management

Product Marketing Manager (Moscow Subsidiary, Moscow / CSKD Television Business operation) at LG Electronics

February 2005 - 2007 (2 years)

Product Marketing Manager for Conventional and Flat TVs in US

Worked as a project manager of SKD Business with Rolsen(Standard & Western) prior to LG's manufacturing facilities in Ruza, Moscow.

Assistant Manager (HQ, Russian Federation Account Manager - Television Business) at LG Electronics

October 2002 - February 2005 (2 years 5 months)

- Ukraine, TV Business in forms of CSKD, SKD (2002)
- Introduction of LCD TV in CIS and Russian Federation (2003~2004)
- Conventional TVs, LCD TVs, Projection TVs etc.

Education

Hankuk University of Foreign Studies

Language Interpretation and Translation, 2001 - 2003

Pusan National University

Bachelor of Arts - BA, Russian Language and Literature, 1995 - 2001

Swinburne University of Technology

Exchange Student in Melbourne, Australia, 1999 - 2000

SungMoon Myung

Greater New York City Area

Director of Sales and Marketing, Home Appliance, Refrigeration (Product Category Management in US Subsidiary)



Jason Wade

Knoxville, Tennessee Area

National Sales Manager at Whirlpool Corporation

Experience

National Sales Manager at Whirlpool Corporation

January 2010 - Present (9 years 2 months)

Whirlpool Corporation is a leader of the \$100 billion global home appliance industry. Our appliances are marketed in nearly every country around the world.

Whirlpool manufactures appliances across all major categories, including fabric care, cooking, refrigeration, dishwashers, countertop appliances, garage organization and water filtration.

Leading Brands

Whirlpool markets some of the world's most recognized appliance brands, including Whirlpool, Maytag, KitchenAid, Jenn-Air, Amana, Bauknecht, Brastemp and Consul.

The Whirlpool brand is the world's No. 1 global appliance brand and ranks among the world's most valuable brands identified by Brand Finance, the world's leading independent brand valuation and marketing metrics consultancy.

Sales Manager at Whirlpool Corporation

June 2006 - December 2009 (3 years 7 months)

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Contract Account Manager at Whirlpool Corporation

May 2002 - May 2006 (4 years 1 month)

Contract Service Representative at Whirlpool Corporation

April 2001 - April 2002 (1 year 1 month)

Trade Partner Support at Whirlpool Corporation

November 1999 - March 2001 (1 year 5 months)

Financial Services Representative at First Virginia Bank

July 1998 - October 1999 (1 year 4 months)

Dispatch Support Representative at Whirlpool Corporation

May 1997 - June 1998 (1 year 2 months)

Education

University of Tennessee-Knoxville

Bachelor of Science, Finance, 1993 - 1997

Jason Wade

Knoxville, Tennessee Area

National Sales Manager at Whirlpool Corporation



Amy Kerr

Austin, Texas

Territory Manager at Sub-Zero Group, Inc.

Summary

I have spent ten+ years as a partner in business with my clients in the luxury home industry. I am the lead point of contact for a network of retail and builder sales outlets, in addition to being a trusted advisor to residential architectural firms, custom home builders, interior designers, kitchen designers and remodelers. I work diligently to train, educate and empower my key accounts to build their own company brands while promoting and supporting my company's sales goals. As part of my continued efforts to build my company's brand awareness, I have developed and implemented creative and effective training programs that have been adopted by such professional organizations as NKBA, ASID and AIA. I consistently exceed sales goals and quotas and, more importantly, I have built a loyal customer base that eagerly and aggressively promotes my company and its products.

Experience

Territory Sales Manager at Sub-Zero Group, Inc.

March 2006 - Present (13 years)

Territory Sales Manager at Freed Appliance Distributors

September 2001 - February 2006 (4 years 6 months)

Commodities Editor at ICIS

September 2000 - August 2001 (1 year)

Researched and produced weekly reports on market influences, conditions and trends in the North American petrochemical industry, including plastics and downstream petrochemical products.

Responsible for analyzing industry dynamics such as supply and demand, production, products and competition in order to provide subscribers and clients with accurate and effective market assessment tools.

Director of Content Development at ThinkTanks.com

June 1999 - August 2000 (1 year 3 months)

Marketing Coordinator at Quality Publishing Company

May 1998 - June 1999 (1 year 2 months)

Education

Rice University

Publishing, 1998 - 1998

Houston Baptist University

Bachelor of Arts (B.A.), English Language and Literature, General, 1996 - 1998

Stephen F. Austin State University

English Language and Literature/Letters, 1994 - 1996

Activities and Societies: Chi Omega sorority

Amy Kerr

Austin, Texas

Territory Manager at Sub-Zero Group, Inc.



Peter Dolat

Greater Boston Area

District Sales Manager with Viking Range, LLC

Experience

District Sales Manager at Viking Range, LLC

May 2016 - Present (2 years 10 months)

Managing residential luxury appliance dealer accounts throughout the New England region.

Northeast Territory Manager at Miele

October 2012 - January 2016 (3 years 4 months)

- * Sales Manager of Residential Appliance Dealers
- * Luxury Residential Appliance Manufactures Representative
- * Liaison between Designers and Appliance Dealers
- * NKBA- "Lunch & Learn" Program Instructor for designers.
- * Marketing with Boston regional publications.

Sales Account Manager at Tuthill Associates, Inc

October 2011 - October 2012 (1 year 1 month)

Manufacturer Representative of Kitchen & Bath Cabinetry

Training Designers of Kitchen & Bath Accounts

Opening new accounts

Responsible for Boston Region Dealers

District Sales Manager/ Designer at Delia, Inc

May 2006 - September 2011 (5 years 5 months)

- Luxury Kitchen Appliance display designer
- Liaison between Designers and Appliance Dealers
- Certified NKBA and AIA instructor for continuing educational credits
- Design and Conduct Seminars for the Kitchen and bath industry continuing educational credits
- Sales Manager

Asst. Manager- Kitchen Business Development at Hancock Lumber

February 1996 - May 2006 (10 years 4 months)

Asst. Manager of Kitchen & Bath Department

Senior Designer Kitchen & Bath

Top sales kitchen designer 2002

Kitchen Business Development

Project Manager/ Designer at Cape & Island Kitchens, Inc.

March 1993 - May 1995 (2 years 3 months)

Responsible for all stages of Kitchen and Bath design and execution, new construction and remodeling.

Owner/President at Canterbury Cabinets

March 1987 - March 1993 (6 years 1 month)

Design and Manufacturing of Custom Cabinetry and Furniture. Comprehensive project management from concept, design and execution.

Education

St. Anselm College

English Language and Literature/Letters, 1980 - 1981

Peter Dolat

Greater Boston Area

District Sales Manager with Viking Range, LLC



Ryan DeGraffenreid

Miami, Florida

Sales Manager at Sub-Zero Group, Inc.

Summary

Self-motivated and energetic sales executive with 15+ years of experience and growth. Always on the forefront, close customer focus in niche yet diverse markets allow for quick idea-to-market channel-building. These strong customer relationships have proven valuable in understanding customers' needs which yield the knowledge to continuously improve process and service standards. The goal: help customers' achieve theirs, whether known or on the horizon.

Experience

Territory Sales Manager - Florida, Caribbean, Latin America at Sub-Zero Group, Inc.

January 2014 - Present (5 years 2 months)

- Manage \$30M USD luxury retail, builder, and designer markets
- Lead customer-facing visual marketing
- Collaboratively build sales forecast models to match product lifecycles of our innovative brands
- Oversee partner relationships for international sales
- Frequently
- Winner of multiple regional sales awards (Bakke Cup)
- Manage >\$500k USD marketing budget in addition to leading multiple Marketing Representatives

District Sales Manager - Florida Atlantic Coast at Sub-Zero Group, Inc.

January 2008 - December 2013 (6 years)

- Winner of Sub-Zero and Wolf's Fire & Ice Award, the highest award given at Sub-Zero
- Rebuilt dealer relationships to enable long-term strategic growth
- Rationalized dealer network to create a unified vision for high-kitchens and improve the balance of Sub-Zero and Wolf's product portfolio (from 20 to 60%)
- Began value-added customer engagements to drive best-in-class market research processes

District Sales Manager - Florida Gulf Coast at Sub-Zero Group, Inc.

July 2004 - December 2009 (5 years 6 months)

- Recruited to Sub-Zero from Whirlpool as a proven leader in multi-market appliance sales
- Initial efforts helped thwart General Electric's Profile and Monogram brands' market share in this high-growth Florida real estate environment
- Significantly increased floor displays within dealer network to increase brand awareness

Contract Account Manager at Whirlpool Corporation

January 2004 - July 2004 (7 months)

- Promoted to Florida market to manage large, associate contract distributors which supplied the fast-growing Florida Atlantic Coast appliance market
- \$20M USD direct & indirect sales channel
- Proposed, designed, and implemented product designs and display strategy
- Trained sales associates and merchandisers at dealer showrooms
- Achieved 35% increase in KitchenAid (top-tier brand) packages sold with dealers
- Nominated for Whirlpool Rookie of the Year

Contract Sales Representative at Whirlpool Corporation

November 2002 - January 2004 (1 year 3 months)

- Supported contract account managers selling to national and regional builders with an annual quota of \$50M USD
- Developed program to sell kitchen upgrades to 'after-closing' customers which was then implemented nationwide
- Competed with GE Direct on lower tier market to multi-family complexes
- Trained regional and national builders' sales personnel and merchandized kitchen packages for builders
- Received award as outstanding contributor for two consecutive years, a recognition reserved for company's top of 5% salespeople
- Worked with Whirlpool engineers to develop a water containment product that allowed the entry of front-load, high-efficiency washers

Market Brand Representative at Whirlpool Corporation

October 2001 - November 2002 (1 year 2 months)

- Established and maintained relationships with independent trade partners and national accounts to increase sales
- Conducted market analysis to determine performance trends
- Accounts included big-box retailers across three-state territory
- Launched new platforms and products across 12 states and managed all aspects of launch
- Graduated from "Real-Whirled" training program, an intense training and marketing program
- MBR of the year - 2002
- Whirlpool Pitch-off winner – 2002

Education

Southwest Baptist University

Bachelor of Science - Marketing, Business Administration and Marketing, 1998 - 2001

Ryan DeGraffenreid

Miami, Florida

Sales Manager at Sub-Zero Group, Inc.



Joe Silva

Saint Paul, Minnesota

District Sales Manager at BSH Home Appliances

Experience

District Sales Manager at BSH Home Appliances Corp

August 2013 - Present (5 years 7 months)

Customer Planning Manager, National Accounts at BSH Home Appliances

March 2010 - August 2013 (3 years 6 months)

Senior Merchandising Representative at BSH Home Appliances

November 2003 - November 2009 (6 years 1 month)

Duties include calling on National accounts Sears and Lowes in MN, ND, SD, WI and IA. Product training with sales people, maintaining product displays, securing floor space, and assisting sales people with issues, questions and concerns. Involved in large trade shows KBIS, IBS and Sears DealerFest.

Sales Associate at Sears Holdings Corporation

1994 - 2003 (9 years)

Lead large appliance sales associate. Top salesman two years in a row. Train new employees. Maintain display floor and get new product deluxed and on display.

Education

University of Phoenix

BS Business Management, 2005 - 2009

Joe Silva

Saint Paul, Minnesota

District Sales Manager at BSH Home Appliances



2 people have recommended Joe

"I worked with Joe in the same Region for my entire B/S/H career. Joe was always well connected to his customers and able to build solid selling relationships at store level. Joe played a lead role in compiling monthly competitor activity profiles for the Sears account and acted as a single source for reporting issues to upper management. Joe is a very capable and confident product trainer who is always willing to assist others. Joe is also very willing to ask the tough questions in a public forum so that uncertainty can be eliminated - at the group can focus on core issues. Joe meets all tasks head-on and does not wait. He possesses good judgement skills and he makes excellent decisions. Joe is quick to learn new product and possesses expert Appliance Industry knowledge. Joe would be a great asset to any business in any industry. Sincerely, Brian S. Atherton"

—Brian Atherton, District Manager, Webco General Partnership, worked indirectly for Joe at BSH Home Appliances

"Having worked with Joe at all major shows SEARS I can say that as a person and employee he would add value to any work force he was put into. When called upon Joe steps up takes initiative and takes the lead if need be. I personally have enjoyed working with Joe while employed at BSH Home Appliances."

—Stephen Dubreuil, Territory Account Manager, Hunter Douglas, Inc., worked directly with Joe at BSH Home Appliances

Kristin King

Dallas/Fort Worth Area

Account Manager, Samsung Builders Appliance

Summary

Expert in business development and territory sales and management.

Experience

District Sales Manager at Viking Range, LLC

September 2013 - Present (5 years 6 months)

District sales manager, covering DFW area and state of Oklahoma. Managing dealer accounts for Viking and several other luxury appliance brands. Consistently maintain top tier in sales versus quota.

Manage all business with accounts, assuring sales numbers are met, performing all dealer sales training, controlling service and parts procedures for accounts.

Negotiated premium display space in prime dealer locations.

Regional Sales Manager at Milestone Distributors

August 2005 - September 2013 (8 years 2 months)

Regional Sales Manager. Increased territory sales of several ultra-premium appliance brands by three times within two years. Maintained sales status at top of company. Successfully built and maintained close working relationship with major accounts. I am an expert at business to business sales. Negotiated, designed and supervised construction of retail showroom and event center to successfully showcase and market the premium products. Negotiated coveted premium display space within dealer locations. Performed many dealer sales-force trainings, ranging from one on one to large formal training sessions.

Territory Sales Manager at Sears Contract Sales

May 1995 - August 2005 (10 years 4 months)

Took over commercial appliance sales territory previously covered by two account managers.

Established 130 new commercial accounts in unprecedented 3 months.

Increased territory sales by 400%. Sold appliances direct to residential builders, government housing entities, and residential property management groups.

Outperformed all other account managers in five state district territory within three years and remained top volume sales manager until accepting position with Milestone.

Kristin King

Dallas/Fort Worth Area

Account Manager, Samsung Builders Appliance



John Stremming

Greater Atlanta Area

Senior Sales and Marketing Manager at Samsung Electronics America

Summary

Seasoned, ambitious and highly successful professional with over 20-years of success developing and directing strategic national sales and marketing initiatives in aggressive and competitive, dynamic environments. Perceptive leader with acute business acumen and expertise in program management and competitive analysis; Adept at developing relationships and balancing core business growth and revenue growth goals to secure ROI.

Experience

Senior Sales and Marketing Manager at Samsung Electronics America

January 2013 - Present (6 years 2 months)

Seasoned, ambitious and highly successful professional with over 20-years of success developing and directing strategic national sales and marketing initiatives in aggressive and competitive, dynamic environments. Perceptive leader with acute business acumen and expertise in program management and competitive analysis; Adept at developing relationships and balancing core business growth and revenue growth goals to secure ROI.

Director of Sales and Marketing at CNA International

October 2007 - Present (11 years 5 months)

National Sales Manager at CNA/Magic Chef

February 2007 - April 2012 (5 years 3 months)

National Sales Account Manager to The Home Depot. Sales Manager for South American Export Companies.

National Sales Manager at LG Electronics

May 2005 - 2007 (2 years)

National Sales Manager to The Home Depot for LG Electronics Home Appliance Division - Merchandising, Forecasting, Service, etc...

Sales Manager at Whirlpool Corporation

January 1991 - February 2005 (14 years 2 months)

Education

University of Southern Indiana

1987 - 1992

John Stremming

Greater Atlanta Area

Senior Sales and Marketing Manager at Samsung Electronics America



William Gandy

Baton Rouge, Louisiana Area

District Sales Manager at Dacor Appliance Corp.

Experience

District Sales Manager at Dacor Appliance Corp.

District Sale Manager at Dacor

2001 - Present (18 years)

William Gandy

Baton Rouge, Louisiana Area

District Sales Manager at Dacor Appliance Corp.



1 person has recommended William

"William is hard working and always keeps the best interest of both the company and his clients in mind. He is a creative thinker that shares his ideas so that others may become successful. He is one of the best people that I have ever worked with."

—Jon Delhey, District Sales Manager, BSH Home Appliances, worked directly with William at Dacor Appliance Corp.

Charles Derr

Marlton, New Jersey

BSH District Sales Manager NJ/PA/DE

Summary

District Manager for BSH in the NJ/PA/DE area. BSH is one of the largest appliance companies globally.

Experience

District Sales Manager at BSH Home Appliances Group

February 2016 - Present (3 years 1 month)

General Manager at Pacific Sales Kitchen, Bath & Electronics

April 2014 - February 2016 (1 year 11 months)

Some of my responsibilities include staffing/talent requisition, employee management, scheduling, marketing, inventory, and of course, sales. On top of that I am responsible for year over year comps, hitting budgets, striving to grow the business by local marketing and various other responsibilities.

Education

Buena Regional High School

High School Diploma, ..., 1998 - 2002

Buena Regional High School

1998 - 2002

Charles Derr

Marlton, New Jersey

BSH District Sales Manager NJ/PA/DE



Daniel Kissner

Dallas/Fort Worth Area

Director, National Accounts at Samsung Electronics America

Summary

Progressive Sales & Marketing professional whose enthusiasm to take on new challenges is managed by the aspiration to consistently produce results at high levels throughout any work environment. Proven track record of creating & capitalizing upon opportunities. Accomplishments include launching new key national accounts, leading product categories to all time highs in revenue, breaking sales records for strategic product segments/selling periods, and developing & improving key financial and forecasting processes. Always bring a passionate, positive, and contagious attitude to the workplace, which has translated seamlessly across various distinct roles.

Specialties:

Sales Management - Account Management - Budgeting - Product Marketing - Forecasting - Negotiation - Collaboration – Presentations – Promotion Analysis - Supply Chain - Inventory Management - Operational Efficiencies - Market Analysis

Industry Expertise:

Home Appliance - Consumer Electronics - Consumer Products - Market Research

Experience

Director, National Accounts at Samsung Electronics America

September 2018 - Present (6 months)

Sr. National Account Manager at Samsung Electronics America

January 2016 - September 2018 (2 years 9 months)

Strategic business and key account management role for new strategic national retail account within Home Appliance Division business.

Develop national sales strategy, supply chain and operations, new product launches and merchandising, budgeting, forecasting, trade marketing initiatives, and contract negotiations.

Directly managed the on boarding and launch of new national retail partner into Samsung's portfolio.

Sr. National Account Manager at Samsung Electronics

September 2012 - January 2016 (3 years 5 months)

- Assume full Sales & Account Management responsibilities for a notably high revenue, high profile territory of Samsung's Home Appliance Business
- Category Responsibilities include all Refrigeration, Cooking and Dishwasher products.
- Successfully managed the on boarding and launch of new national retail partner
- Engage closely with customer to drive key promotional time periods, product trainings, and service levels to improve consumer experience
- Streamlined communication & execution of several complex promotions to drive record sales results.
- Manage the weekly forecasting and financial process responsibilities.

National Account Sales and Operations Manager at Samsung Electronics

June 2007 - September 2012 (5 years 4 months)

Assistant Manager - E-Commerce at Kohl's Department Stores

August 2006 - May 2007 (10 months)

Business Analyst at Target

December 1998 - July 2006 (7 years 8 months)

Education

Augsburg College

Bachelor of Arts (B.A.), Business Management and Economics, 2002 - 2004

Normandale Community College

Associate of Arts (A.A.), Business Management, 1998 - 2001

Daniel Kissner

Dallas/Fort Worth Area

Director, National Accounts at Samsung Electronics America



Michael Kraeber

San Francisco Bay Area

District Sales Manager for Signature Kitchen Suite brand and builder sales

Summary

Self-motivated sales professional with valuable experience in account management, networking, training and development and increasing the “bottom-line”. Established reputation for identifying and resolving a customer’s decision barriers and closing the sale. Successful history of exceeding challenging quotas and winning customer loyalty. Strong telephone and in-person sales presence with a strong and dedicated work ethic.

Experience

District Sales Manager at LG Electronics

June 2018 - Present (9 months)

Territory Manager at Tri State Distributors Inc.

January 2016 - January 2019 (3 years 1 month)

District Manager at Electrolux Major Appliances

May 2011 - June 2015 (4 years 2 months)

I work on a major account that sells Electrolux Appliances. I train and sell new appliances to the sales teams at the stores. Work on pricing and financials to always get the best price in the store while staying very profitable. Create promotional materials for in store displays. Build presentations for training or team meetings. Above all else i provide the best service possible to manage the account.

Sales at Appliance & TV Center

December 2010 - December 2010

I sold appliances and TV's. I also did the nightly deposits and book balancing.

Appliance Sales at Lowe's Home Improvement

April 2003 - December 2005 (2 years 9 months)

I sold appliances.

Education

Project Management Institute (PMI)

Certified Associate Project Manager (CAPM), Project Management, 2018 - 2018

University of Oregon

Michael Kraeber

San Francisco Bay Area

District Sales Manager for Signature Kitchen Suite brand and builder sales



Sam Moon

Greater Chicago Area

National Account Director at LG Electronics

Experience

National Account Director - OEM & LG Brand at LG Electronics

April 2015 - Present (3 years 11 months)

Managing two major brands for two separate retail accounts, SHLD & SHOS, with two different strategic paths but one common goal - more revenue, share & profit! Truly soup to nuts experience, responsible for strategy to operations to contract negotiations to management of one of the best & brightest sales team a manager could ask for.

National Account Director at LG Electronics

January 2014 - April 2015 (1 year 4 months)

Survived the recession and continuing to sell mass premium appliances. Challenging environment to drive profitable growth as competitors try to leap frog each other with their respective innovation and aggressive promotion strategies. Can't succumb to playing the price game. Displaying sales leadership skills must be the difference maker. And so the journey continues...

Sr. National Account Manager - LG Brand at LG Electronics

October 2011 - January 2014 (2 years 4 months)

Tapped to drive growth of the LG Brand Home Appliance business after successful growth of the OEM WM business. Bigger challenges require sharpening the pencil. Can I cut the mustard and drive profitable growth of this channel against some strong HA competition? We're going to find out!

Business Manager - OEM Sales at LG Electronics

September 2008 - October 2011 (3 years 2 months)

Responsible for helping to drive growth in LG Electronics Home Appliance division. There's no better opportunity than continuing to drive growth of a premium brand in this challenging economic environment. However, I have smart technology and stylish design on my side. This is going to be a great opportunity!

Commercialization Manager at ACCO Brands Corporation

July 2006 - September 2008 (2 years 3 months)

From concept development to launch, I am responsible for developing the business case, i.e. crunching the numbers, leveraging consumer insights, creating the go-to-market strategy and identifying the success/performance metrics for new product growth initiatives - such as environmental sustainability products, an integrated consumer electronics solution and new vertical

market opportunities. Its a helluva experience developing valuable leadership skills with significant cross-functional team accountability.

Business Development Manager at iBagit, Inc.

January 2004 - June 2006 (2 years 6 months)

An example of a "leap of faith". I left corporate to sign onto this is burgeoning 3rd party Online Distribution going concern to help develop the business and client base. This company is destined to be successful in the near future. Unfortunately, the reality of the matter was income and time was not on my side, so I jumped back into corporate.

Product Marketing Manager at Whirlpool Corporation

April 2000 - December 2003 (3 years 9 months)

I am on the birth certificate of one of the single biggest launches in the history of Sears...the Kenmore brand high-efficiency, front-load laundry platform (HE3 series) as the launch team lead.

This experience catapulted me to one of the most demanding experiences in my career as the product manager on the Sales to Sears team. From managing existing product quality to assisting in product platform design, I was an integral part of the laundry platform's growth and development.

Marketing Manager at American Express

August 1998 - March 2000 (1 year 8 months)

Fresh out of business school, there wasn't a better company that I could have worked for...I enjoyed a strong marketing and strategy experience on the New Industry Development team. I was responsible for developing the sales and marketing launch plans to get credit cards accepted, believe it or not, in the under-penetrated \$100 Billion dollar Quick Service Restaurant industry, i.e. McDonald's, Burger King, Subway, etc. Now you can't find a fast food restaurant that doesn't accept one. I worked on a team that was clearly ahead of the curve.

Education

Clark Atlanta University

MBA, Marketing, 1996 - 1998

Activities and Societies: Worked my way thru school in the University's Office of the Provost
Duke University

BA, Public Policy, 1986 - 1990

Activities and Societies: Alpha Phi Alpha fraternity, Duke Basketball Team - 13th Man
The Lawrenceville School

HS Diploma, The 3 R's, 1983 - 1986

Activities and Societies: Every extra-curricular activity you could imagine, from athletics to student government, to develop myself as a leader and get accepted to Duke!

Sam Moon

Greater Chicago Area

National Account Director at LG Electronics



Bob Keearns

Little Rock, Arkansas

ASM at GE Appliances

Experience

ASM at GE Appliances, a Haier Company

October 2016 - Present (2 years 5 months)

National Sales Manager-Appliance Builder Channel at LG Electronics

August 2014 - Present (4 years 7 months)

Vice President-Sales at Factory Direct Appliance

January 2005 - August 2014 (9 years 8 months)

District Manager at Maytag

March 1997 - December 2004 (7 years 10 months)

Credit System Manager at Wells Fargo Financial

1988 - 1997 (9 years)

Education

Creighton University

BSBA, Finance, 1985 - 1988

Activities and Societies: Phi Kappa Psi Fraternity Finance Club

Creighton University

BSBA Finance

Bob Kearns

Little Rock, Arkansas

ASM at GE Appliances



Kevin Meador

Lakeland, Florida

District Sales Manager at BSH Home Appliances North America

Experience

District Sales Manager at BSH Home Appliances

December 2013 - Present (5 years 3 months)

District Sales Manager for central Florida, covering Tampa and Orlando

National Product Specialist at BSH Home Appliances

November 2007 - December 2013 (6 years 2 months)

National Product training specialist covering the Southeast US.

District Merchandising Representative at BSH Home Appliances

August 2003 - November 2007 (4 years 4 months)

Merchandiser and trained appliance sales associates at Sears, Lowe's, HHGregg and Best Buy.

Kevin Meador

Lakeland, Florida

District Sales Manager at BSH Home Appliances North America



Ben Cecil

Austin, Texas

District Manager - Contract Sales at Electrolux Major Appliances

Summary

Proven sales, marketing and merchandising professional with nine years experience executing new business and product development in the appliance industry. Specialize in product line marketing & merchandising content, analyzing industry trends and working with cross-functional teams to drive business results.

Specialties: Sales, Marketing, Merchandising, Product Line Development, Consumer Research.

Experience

District Manager - Contract Sales at Electrolux Major Appliances

November 2012 - Present (6 years 4 months)

National Account Manager - The Home Depot at General Electric

December 2011 - November 2012 (1 year)

Sr. Merchandising Specialist - Global Products at General Electric

February 2010 - December 2011 (1 year 11 months)

Area Sales Manager at General Electric

April 2004 - February 2010 (5 years 11 months)

Area Merchandising Specialist at General Electric

August 2002 - April 2004 (1 year 9 months)

Inside Sales Account Manager at Steel Technologies

October 1999 - August 2002 (2 years 11 months)

Education

University of Kentucky

BBA, Business Management / Marketing

Ben Cecil

Austin, Texas

District Manager - Contract Sales at Electrolux Major Appliances



Tony Couch

Phoenix, Arizona Area

Territory Sales Manager - Luxury Appliances Sub-Zero Group Southwest

Experience

Territory Sales Manager at Sub-Zero Group Southwest

January 2010 - Present (9 years 2 months)

Board President at CYT Phoenix

March 2017 - March 2018 (1 year 1 month)

I have stepped into the role of chairman of the board for CYT Phoenix, the largest after-school Youth Theater organization in the United States. This non-profit organization's mission is to 'Develop Character One Stage at a Time'.

District Manager at Electrolux Home Products

2008 - 2009 (1 year)

Business Development at Couch's Appliance

October 2006 - October 2008 (2 years 1 month)

Senior District Manager at Maytag

September 2000 - October 2006 (6 years 2 months)

District Manager at Whirlpool

2006 - 2006

JennAir District Manager - Calling on dealers for high end appliance distribution. Event planning to stimulate brand recognition among influencers (ie designers, builders, etc)

Education

University of Washington

BS, Business, Management, Marketing, and Related Support Services, 1994 - 1996

Tony Couch

Phoenix, Arizona Area

Territory Sales Manager - Luxury Appliances Sub-Zero Group Southwest



2 people have recommended Tony

"Anthony (aka: Tony the Tiger) is a self-starter that builds relationships and takes initiative to develop and execute tactics to achieve goals while staying strategically aligned."

—Dan Butler, Sr. Manager, Marketing, LG Electronics, managed Tony indirectly at Maytag

"Anthony was a dotted-line report to me. He was extremely reliable and very goal-driven. Give this guy a challenge and he'd deliver every time. Anthony was consistently one of the top performers on the team."

—Art Johnson, Owner, Johnson Enterprises, managed Tony at Maytag

Matthew Hervey

Greater Chicago Area

District Sales Manager at Dacor

Summary

Sales and marketing professional with an emphasis on driving sales through effective merchandising and marketing while maximizing sales and profitability through partnerships with clients.

Specialties:

- Relationship Building
 - Merchandising
 - Advertising
 - Marketing
 - Training
-

Experience

District Sales Manager at Dacor

January 2017 - Present (2 years 2 months)

Regional Sales Manager at Classic Brands LLC

January 2013 - October 2016 (3 years 10 months)

Territory Manager at Sealy

February 2007 - September 2012 (5 years 8 months)

* Successfully managed the Northern Illinois and Northern Indiana territories calling on small to midsize furniture and appliance stores with a focus on advertising and relationships.

* Sealy owns one of the largest bedding brands in the world, with sales of \$1.2 billion in fiscal 2011. The Company manufactures and markets a broad range of mattresses and foundations under the Sealy®, Sealy Posturepedic®, Sealy Embody™, Optimum™ by Sealy Posturepedic®, Stearns & Foster®, and Bassett® brands. Sealy operates 25 plants in North America, and has the largest market share and highest consumer awareness of any bedding brand on the continent.

Education

University of Missouri-Columbia

Bachelors, Psychology, 1994 - 1998

Matthew Hervey

Greater Chicago Area

District Sales Manager at Dacor

