

# Loren R. Williams

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Experience	2003–Present	I.T. Xchange	Chicago, IL
	<b>Lenovo Asset Manager / Brand Manager</b>		
	<ul style="list-style-type: none"><li>▪ Responsible for maximizing return on investment of \$8-\$10 million of inventory spread across seven locations in five countries. Consistently achieved highest ROI among brand managers ranging from 11%-16% (vs target of 8%).</li><li>▪ Responsible for having broad based market and product knowledge in order to transact inventory purchases and set sales pricing for over 4,400 sku's .</li><li>▪ Daily interaction with company managers in sales, operations, marketing, and technical teams.</li><li>▪ Responsible for marketing of inventory directly to customers and internally to sales representatives.</li><li>▪ In simultaneous Account Executive role developed and maintained personal accounts resulting in sales of 158% of Quota in fiscal year 2011.</li><li>▪ Previous roles at I.T. Xchange have included Manager of Education Sales and Regional Sales Manager.</li></ul>		
	1997–2003	Comdisco, Inc.	Rosemont, IL
	<b>Manager of PC Remarketing</b>		
	<ul style="list-style-type: none"><li>▪ Managed a team of 8 sales representatives and was responsible for remarketing \$24 million of off-lease computer hardware annually to computer resellers, parts and maintenance companies, and educational institutions.</li><li>▪ Priced inventory for wholesale and retail sales.</li><li>▪ Provided regular performance reviews to sales representatives.</li><li>▪ Provided leasing managers with market intelligence to aid in strategic negotiations and decision making.</li></ul>		
	1989–1997	Argency Financial Corporation	W. Bloomfield, MI
	<b>Manager of PC Sales</b>		
	<ul style="list-style-type: none"><li>▪ Founded PC division of a company that had previously been involved as a reseller and distributor of mainframe computer hardware.</li><li>▪ Responsibilities included purchasing inventory, building relationships with suppliers and pricing inventory.</li><li>▪ Previous tasks included Manager of Operations.</li></ul>		
Education	1989	The Ohio State University	Columbus, OH
	<ul style="list-style-type: none"><li>▪ Bachelors of Science in Business Administration.</li><li>▪ Graduated Cum Laude.</li></ul>		
Interests	Soccer, Volleyball, Bicycling.		