

Michael F. Meehan

OVERVIEW

Senior sales and relationship development manager with additional significant experience as a general and profit center manager. Track record for growing revenue by insightfully segmenting markets, applying sophisticated consultative selling techniques, and aggressively pursuing attractive targets of opportunity. Strong results oriented focus on increasing profit margins, improving the efficiency and effectiveness of operations, and developing strong customer service programs. Skills have been tested and proven in markets experiencing consolidation, intense competition, and commodity pricing pressure.

PROFESSIONAL EXPERIENCE

Program Planning & Consulting, Inc

PPEC is an education and business consulting company specializing in educational program design and evaluation and in business development. In the business environment, PPEC creates and implements improvement programs related to: sales development and management; productivity and process improvement; cost reduction; customer service/call center management; and organizational design.

Chief Financial Officer

2014 - present

Manage all financial aspects of the corporation and responsible for the development of the business division's products and customers.

Meehan & Associates

2010-2014

Meehan & Associates is a consulting organization that specializes in the distribution industry in the areas of sales development, customer service, warehouse and delivery productivity, compensation program design, and cost containment programs.

Bias Power, Buffalo Grove, IL

Bias Power is a startup manufacturer of next generation switching power supplies to the electronic and automotive industries.

Senior VP Sales & Marketing

2008-2010

Accomplishments with this startup company encompassed the development and implementation of primary marketing materials including website development, sales force and dealer development and training programs, sales comp and market segmentation creation. Additionally converted three of the major electronic wholesalers and created a business case for inclusion of our products in the charging system of the Chevy Volt resulting in significant sales and references.

OFFICE MAX, Naperville, IL

Office Max is a Fortune 500 company specializing in direct B-to-B selling as well as retail distribution of office products and services including office supplies, paper, technology, print and document services and furniture. The Company, which was created as a result of Boise Cascade's exit from the forest products sector and the purchase of Cleveland, OH-based Office Max, employs more than 30,000 associates, operates over 900 retail outlets, and generates \$9 billion in annual revenues.

Vice President, Sales

2004 - 2008

Manage a staff of up to 2000 FTEs responsible for direct selling support functions including Sales Administration, Customer Service, Compensation, Training and Development, Performance Measurement, Centralized Pricing, and Vertical Markets. Specific responsibilities include managing a formal sales training program; developing and administering sales compensation and reward and recognition programs; designing

sales measurement and quota processes; managing the centralization of the RFP and RFI; bidding process; designing and developing vertical markets; managing a specialized prospecting team; and managing five inbound call centers located throughout the country.

- Played a significant role in a major reengineering of the large corporate and institutional direct sales model which proved successful in reducing headcount from more than 1,250 to 900 FTEs, while continuing to grow revenue by an average rate of 7%/year.
- Acted as the leader of a task force that redesigned the Sales Compensation and Performance System and as the thought leader in a reorganization that focused resources on market segments and product categories having the most attractive potential returns.
- Generated more than \$1 billion/year in new revenue by implementing vertically organized sales teams to serve the Health Care, Federal Government, Education, Consortium, and Legal industries; developed and employed consultative sales practices based on industry knowledge, benchmarking and best practice identification within these verticals.

BOISE CASCADE CORPORATION: OFFICE PRODUCTS DIVISION

Prior to purchasing OfficeMax, Boise Cascade Office Products was a Division of Boise Cascade Corporation, a Fortune 500 paper and wood products company.

Vice President and Region Manager

1997 to 2004

Manage the Midwest and Southeast Regions consisting of sixteen distribution/profit centers located in thirteen states that employed 2,800 people and generated \$2.5 billion in annual revenue. Responsibilities include managing a 300-person sales force, more than 2.4 million square feet of warehousing space, ten technical customer service associates, eleven furniture showrooms, all distribution operations, a private fleet of more than 250 company-owned and operated vehicles as well as the full array of third party ground and air logistics service providers.

Vice President and Region Manager, OfficeMax (Continued)

- Achieved the highest or second highest revenue, growth and profitability performance of all of the Company's regions over a seven-year period.
- Strengthened the Company's positioning as a nationwide supplier, improved the perception and reality of customer service levels, and achieved scale efficiencies by personally identifying six attractive regional acquisition targets, conducting due diligence and negotiations leading to their purchase, and overseeing all post-acquisition integration activities.
- Achieved a level of trust among the front line workforce that enabled the decertification of Teamster unions in the Chicago and Cleveland distribution centers.

General Manager, Chicago

1992 to 1997

Manage all aspects of the Chicago Profit/Distribution Center that generated \$150 million in annual revenue and employed 400 unionized as well as non-unionized workers.

- Grew revenue at an average annual rate of 12% by targeting and displacing incumbent suppliers at major organizations including Allstate, Hewitt, Exelon, Northwestern Memorial Hospital, Sidley and Austin, the Big Ten Consortium, John Deere, Caterpillar, the State of Indiana and others.
- Leveraged the Region's profit margin by identifying an opportunity to acquire an "A Grade" office furniture distributor, conducting due diligence and negotiations leading to its purchase and overseeing post acquisition integration activities.
- Consistently met and exceeded all of the Company's key performance indicators for order fulfillment, timeliness and accuracy, customer service responsiveness, and overall cost containment.

National Account Sales Manager, Chicago, IL

1991 to 1992

Spearhead the company’s first National Account Sales organization with a goal of replacing the revenue loss resulting from the sale of Boise Cascade’s Wholesale Office Products business. Duties include developing the overall marketing plan, creating branding and collateral materials; training regional sales people in the strategies and tactics for selling to large, sophisticated customers, and targeting specific prospects for the initial campaign.

- Developed more than \$100 million in new revenue within one-year of assuming responsibilities.

Prior to 1991

Positions as an administrator in the Health Care and Education sectors, including Director of Personnel with St. Catherine’s Hospital (Kenosha, WI) and several positions with Boise Cascade’s Human Resources organization followed by a sales and management career track as a District Sales Manager in Chicago, IL and General Management positions in Washington D.C. and Philadelphia., PA.

VOLUNTEER ACTIVITIES

Chicago Lighthouse Board Of Directors, Executive Committee

2004- present

As a Director on the Board of this 100 year old not-for-profit, I have implemented many organizational and coat improvement initiatives including creating a professional purchasing function currently saving over \$100,000 annually; established a monthly departmental score card of major functions that has significantly improved productivity; am currently instrumental in developing a call center organization which employs more than 200 associates in our targeted population.

Misericordia Family Event Coordinator

2000- present

Grand Dominion HOA, Committee Member & Neighborhood Rep

2014-present

EDUCATION

Executive Management Program
 Columbia University Graduate School of Business, New York
 BA, Social Psychology
 Loyola University Chicago