

TERRY S. TOTH

PROFESSIONAL PROFILE

Sales and marketing executive experienced in changing organizational behavior to facilitate cultural change and performance within a sales organization. Proven skills implementing supply chain initiatives, recreating sales and marketing disciplines, development of sustainable business plans and models to ensure desired outcomes.

Pinnacle Sales & Marketing: Manufacture Rep Firm representing 18 clients in Foodservice and Jan/San markets.

Brand & Specialty Distribution Manager (2005-Present)

Responsible for client sales, P&L, training and motivation to distribution sales channel. The ability to cross-pollinate Jan/San lines with foodservice distribution is resulting in annualized sales increases exceeding vendor objectives annually.

Handgards, Inc.: Domestic manufacturer and importer of high and low-density polyethylene packaging solutions.

Director of National Accounts (2002-2004)

Recruited to lead effort in developing a national account presence in all trade classes, to include Mass, Grocery, Club, C-Store and Foodservice distribution. Responsibilities included creation and implementation of the Divisional business plan including marketing, key initiatives and P&L to drive sales with national and regional headquarter accounts.

Essity North America: Manufacturer of sanitary tissue, protective packaging and incontinence products.

National Account Manager (2001-2002)

Primary responsibility was pioneering and negotiating new national agreements in the foodservice and commercial markets. The position required extensive collaboration with manufacturing, finance, field sales, and the marketing group to bring a solution driven program to a perspective national client.

Georgia Pacific Corporation: Leading manufacturer of sanitary tissue products.

National Systems Distribution Manager (1999-2001)

Responsible for managing a network of national customized foodservice distributors for the Away-From-Home channel. Also charged with positioning the GP franchise as the go-to-source on discretionary non-contracted items within the supply chain. Key drivers in my approach were; line consolidation, enhanced logistics, leveraging critical mass and the advent of internal customer teams.

Philip Morris Corporation (Industrial Paper Division-Wisconsin Tissue Mills)

National Account Manager (1982-1999)

Corporate Account Manager

Regional Sales Manager

District Sales Manager

Territory Sales Manager

Sales Representative

EDUCATION

- Southern Illinois University, Carbondale, IL-BS Degree, Marketing

COMMUNITY GIVE BACK

- **Chairman: Grayslake Youth Baseball Association:** Volunteer organization managing our community youth baseball experience.
- **Park District Commissioner:** Member of the Park Board of Commissioners responsible for oversight of community park resources and operations.
- **Fire District Trustee:** Member of a team responsible for fiduciary and operational oversight of the District 10 Grayslake Fire Protection District.
- Grayslake Central High School Assistant Varsity Baseball coach.