

**PROFESSIONAL PROFILE**

Dynamic sales and marketing executive experienced in changing organizational behavior through extensive logistical knowledge, leadership skills, and training techniques. Proven skills in creating and implementing supply chain initiatives, resulting in maximization of internal resources to address customer dependency. Accomplished in managing, motivating and training a sales organization to exceed desired outcomes through a systematic approach of targeting, measurement and training in operational acumen.

**Pinnacle Sales & Marketing:** Manufacture Rep Firm representing 20 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 are resulting in annualized sales increases of \$1.7 million.

**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. Designed and implemented business-plan, objectives, marketing plan and key strategies to drive sales with national and regional headquarter accounts. My responsibility included departmental P&L, training, coaching, and mentoring our Regional Sales Managers and broker network to consult with chain and corporate account headquarters. Key drivers in my plan were *ServSafe* training, targeting, resource assistance, performance assessments, and managing incentives as a motivational tool.

**SCA Tissue North America:** Manufacturer of sanitary tissue, protective packaging and incontinence products.

**National Account Manager**

(2001-2002)

My 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. Secondary responsibilities with existing accounts were revenue enhancement, account retention, developing multiple linkages and increase account share.

**Georgia Pacific Corporation:** Leading manufacturer of sanitary tissue products.

**National Systems Distribution Manager**

(1999-2001)

Responsible for managing our network of national customized foodservice distributors. 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)

**Regional Sales Manager**

**Corporate Account Manager**

**Area 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 a volunteer Park Board of Commissioners responsible for oversight of community resources.
- **Fire District Trustee:** Represent the public interest by adhering to the Trustee Code of Ethics as described in section 2.07 page 45 of the Board of Trustee Employee Policy Manual.