

Michael C. Davenport

Profile

I am a dedicated professional individual with a long history of success and growth in technical and high level sales. I am very focused and capable of self-motivated independent work as well as team based work. I have a solid grasp of the concepts and processes required to drive growth. I am also well versed in many of the tools employed by many companies today as Sales Force and Business Objects. My desire is, and always has been, to contribute to the growth and success of the company I work for.

Experience

January 2014 to Date

Business Development Manager – Trumeter Company

Responsible for growing sales through distribution and direct to OEM's for the Trumeter product line with particular focus on our new next generation product. Developed a new distributor channel to support the new product direction for Trumeter as well as target OEM industries to drive significant growth. In the past five years the new APM product line has grown from 0 to 15,000+ units per year.

January 2012 to December 2012

Technical Support Product Specialist - Danaher Specialty Products

Provide technical and application support via phone for Veeder-Root and Eagle Signal Industrial counters and timers. Support customers on past and new products as well crossing over competitive products

July 2010 to January 2012

National Distribution Sales Manager - Danaher Specialty Products

Responsible for growing sales through distribution for the Veeder-Root and Eagle Signal product lines. Supported distributors through joint sales calls, product training, promotional programs and price management. Participated in several product launches including Electronic Hubodometer and VersaCount. Grew sales 9% in 2011

July 2008 to July 2010

Midwest Territory Sales Manager - Danaher Specialty Products

Responsible for existing OEM's and distribution for all of DSP product lines in the Midwest and Hubodometers nationally. Product lines included Veeder-Root, Eagle Signal, Namco limit switches, Superior power conditioning products, Joslyn Clark vacuum contactors. I developed current Hubodometer catalog. Grew the territory by 4%

January 2003 to July 2008

National OEM Account Manager - Danaher Controls/Danaher Specialty Products

Responsible for sustaining existing OEM's and closing new OEM's for Veeder-Root and Eagle Signal brand custom mechanical products as well as the Hubodometer products. I brought in some of the largest current customers including Tuthill, Progressive, Hersey, Mercury Instruments and GPI. Grew Business by 21%

March 2001 to January 2003

Regional Sales Manager - Danaher Controls

In addition to managing my territory, I managed 3 other territory Sales managers. I Grew my territory 12% and the region 15%. Products included Veeder-Root, Eagle Signal and Dynapar rotary encoders

November 1982 to March 2001

Territory Sales Manager - Dynapar/Danaher Controls

Managed a multi-state territory in the Midwest for both OEM's and distribution. Established the distribution network for the territory and increased sales by 400%. Products included Veeder-Root, Eagle Signal and Dynapar

August 1980 to November 1982

Field Service Engineer - Dynapar Corporation (Prior to purchase by Danaher)

Started up and repaired custom application specific control systems. Designed and implemented minor design changes in the field.

Education

Bachelor of Science – Electrical Engineering Technology, 1980

Northern Illinois University – DeKalb IL.

Various Danaher and Trumeter training programs, including Value Selling, VOC, Karrass Negotiation and Tony Robbins Unleash the Power Within