

## PROFILE

**Sales Marketing and Management Professional** with broad skills in managing people, programs, and Organizations. Proven abilities in:

- Managing business growth.
  - Planning, implementing, and overseeing effective sales, marketing, and business programs.
  - Selecting, training, and grooming staff members for increased levels of responsibility.
  - Communicating effectively and persuasively: conducting sales training, making technical and sales presentations, working cross-culturally with diverse individuals.
  - Accomplishing important business objectives by developing collaborative relationships within and outside the company.
  - Managing business operations with a keen eye on effective utilization of resources.
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## PROFESSIONAL EXPERIENCE

1983-Present

CHEMICAL PRODUCTS INC.

**Director, Plastics Additives** 2000-Present

Wichita, Kansas

Direct the sales, marketing, and research & development of specialty chemicals. Primary focus is on managing the sales and marketing effort worldwide — directing the creation and implementation of effective marketing programs. Leading a motivating sales teams representing the business to industry trade groups.

- Develop sales, marketing, and management professionals. Grooming them for increased levels of responsibility through effective supervision, training, and mentoring. Responsible for P&L; supervise 69 people worldwide in sales, marketing, technical service, and research.
- Justify new product development; oversee R&D staff and product development.
- Effectively deliver presentations to both inside and outside audiences (customers and industry groups) — sales presentations, sales training, business reporting presentations.

*Representative Accomplishment:* Improved the company's penetration in Europe, achieving growth from \$2 million to \$10 million annually. Accomplished this by conducting an in-depth territory manager search, then collaborating on difficult decision to change distributors.

- Supported manager and new distributor with resources and information.
- Oversaw implementation of highly successful customer seminars (still ongoing) that improved product knowledge and developed relationships with direct product users.

**Director of Sales & Marketing / The Marketing Group** 2000

Wichita, Kansas

Assumed marketing responsibility for the company's second-largest sales region (Canada, Central and South America). Formulated and implemented long-range strategic market plans using knowledge of markets. Technology, and competition. Supervised 10-person sales staff and 2 marketing groups.

- Justified and managed new product development.
- Developed creative sales strategies to increase exposure to customers, including active participation in industry events to develop relationships within key accounts.
- Organized and trained sales/marketing staff.

**PROFESSIONAL EXPERIENCE**

CHEMICAL PRODUCTS INC, continued

**Senior International Market Manager** 1995-2000

Louisville, Kentucky

**International Market Manager** 1992-1995

Louisville, Kentucky

Managed all export sale and marketing activity for specialty chemicals produced at Morris's Brown County plant. Led sales and marketing programs in Latin America, Asia, Japan, and Australia, Directed 5 international sales staff.

- Oversaw operations during start-up and through periods of significant sales growth. Grew total product sales to \$21 million from \$12 million base.
- Managed relationships with agent and distributors.
- Worked effectively in a matrix organization to achieve business results.

**Senior technical Sales Representative** 1990-1992

Portland, Oregon

Doubled sales in Northwestern US territory, Negotiated competitive pricing and annual contracts. Supervised customer technical evaluations in both laboratory and plant environments.

1988-1990

HAMPSHIRE ACADEMY, Exeter, NEW Hampshire

**Science Faculty**

Taught high school chemistry at prestigious New England boarding school.

1986-1988

WORLD CHEM CORPORATION

**Technical Sales Representative**

Nashua, New Hampshire

Sold specialty chemicals to the plastics and asphalt industries.

1982-1986

US PLASTICS INC

**Senior Sales Engineer** 1984-1986

Springfield, Massachusetts

Increased territory sales by developing new customers while successfully managing and maintaining existing client base.

**Sales Engineer** 1982-1984

Providence, Rhode Island

Managed \$22 million territory, selling specialty and commodity PVC resins and compounds primarily to the construction, automotive, and closure industries.

**EDUCATION**

Bachelor of Science in Chemistry,

Williams College, Williamstown, Massachusetts

Additional coursework in Accounting and Economics, 1982-1993

Bellarmine College, Louisville, Kentucky

Professional Training

Strategic Planning, 1997 — University of Michigan

Public Speaking and Presentations, 1997 — Communispond

Personal Productivity, 1996 — LMI

Strategic Sales and Marketing, 1990 — Sales Training Associates

Account Development Strategy, 1986 — Learning International

Deming's Theories of Quality, 1984 — Morris Chems

**PROFESSIONAL AFFILIATIONS**

Society of Plastics Engineers

Synthetic Organic Chemical Manufacturers Association (SOCMA) — Member, International Trade Committee

Toastmasters