

## EXECUTIVE SUMMARY

## SENIOR SALES EXECUTIVE &amp; BUSINESS UNIT LEADER

## Global Oversight | Partner to Executive Leadership | Culture Champion

Highly accomplished and results oriented executive with over a 15-year track record of success in identifying substantial growth opportunities, developing strategies for targeting and capturing new customers, retaining existing clientele, and attaining competitive market leverage. Achievement focused change agent who offers multi-industry knowledge with profit/loss responsibility of technologically advanced products and value-added services. Engaging communicator who builds alliances among senior decision-makers.

MULTIMILLION-DOLLAR SALES

TEAM BUILDING

MARKETING STRATEGY

PROFIT / LOSS

CONTRACT NEGOTIATIONS

NEW BUSINESS DEVELOPMENT

STRATEGIC PLANNING

ACCOUNT DEVELOPMENT

MARGIN IMPROVEMENT

CONTINUOUS IMPROVEMENT

C-LEVEL INTERACTION

TRENDS TRACKING

GLOBAL EXPERIENCE

SOLUTION / VALUE-SELLING

BEST PRACTICES

## CAREER OVERVIEW

## JBT CORPORATION

2019 - Present

Director of Sales and Service -Aftermarket

Chalfont, PA

(JBT Corporation (NYSE: JBT) is a \$1.7 billion leading global automated solutions provider to high-value segments of the food, beverage, automotive, and defense industries. JBT employs approximately 6,200 people worldwide and operates sales, service, and manufacturing, operations in more than 25 countries.)

Reporting to the Division President, serving as the overseer of the **P&L** of the Aftermarket segment. Leading forward-thinking sales and support initiatives, including mentoring and managing a **global team** in exceeding objectives. Establishing and executing **strategic sales growth plans** for system expansions, replacement parts, system upgrades, and technical support agreements to meet the goals of growth and developing new streams of reoccurring revenue.

Managing the Aftermarket division, consisting of 43 team members, comprised of sales, technical support/help desk, and project management/installation functions. Developing and supervising the execution of marketing strategies. Performing marketing analysis, including **TAM**, 80/20, Share of Wallet, and **SWOT**.

**Major Accomplishments:**

- Exceeded sales and margin targets for all full years of tenure, with each year surpassing the next.
- Increased **sales** globally by 32.2% in 2021 compared to prior year and 14.1% in 2020 versus 2019's results.
- Increased **margins** globally 5% in 2021 compared to prior year and 3.4% in 2020 versus 2019's results.
- Grew team of professionals in order to accommodate increased growth.
- Established **recurring revenue** programs for sustained growth.
- Improved **customer satisfaction** by 28% based on NPS.
- Developed and implemented revenue increasing **strategic marketing** plans.
- Established a warranty return process focused on RCCM for systemic failures, and vendor revenue recovery.
- **Launched** new software licensing program and AR glasses for remote service / support.
- Successfully use JBT Operating System's continuous improvement tools to generate countermeasures focused on closing the gap.

## BEUMER CORPORATION

2014 - 2019

Director of Sales

Somerset, NJ

(The Beumer Group is an international leader in the design and manufacture of intralogistics systems for conveying, loading, palletizing, packaging, sortation, and distribution industries. The Beumer Group employees approximately 4,500 team members worldwide and has annual sales of \$1.1 billion.)

Maximized top-line performance by **growing multimillion-dollar business unit sales** through **new client acquisition**, existing customer growth and value-added product **differentiation strategies**. Continually improved customer loyalty by maintaining a presence, quickly addressing and responding to issues, and ensuring exceptional customer service.

Proactively solicited, developed, and managed **large-scale national accounts** with industry-leading companies including Uline, United States Gypsum, Oldcastle, ADM, and Scott's Miracle-Gro. Managed business unit's **P&L**. Coordinated the development, recruitment, and performance of top-notch Sales Managers, Application Engineers, and manufacturer's representatives.

**Major Accomplishments:**

- Grew sales of business unit revenue by 28% **exceeding five-year operating plan**.
- Improved average order size by 26% and margins 23% over a five-year period.
- Established and grew a **representative network** from 0 to 9 agents across the U.S.

## LEHIGH HEAVY FORGE CORPORATION

2009 - 2014

### Sales and Marketing Manager

Bethlehem, PA

*(Lehigh Heavy Forge Corporation, a subsidiary of WHEMCO Incorporated, is a global supplier of super-heavy forgings. Lehigh Heavy Forge manufactures forgings for a wide range of industries including defense, marine, power generation, steel, oil & gas, and mining.)*

Directed sales and marketing activities while managing accounts of high-profile customers like Babcock & Wilcox, **General Dynamics**, and **Siemens**. Identified new product development opportunities and monitored **market intelligence**. Analyzed key markets to determine customer needs, price schedules, and stock levels. Prepared periodic sales reports that included sales volume, forecasts, competitive landscape, and SWOT.

#### Major Accomplishments:

- Improved sales 31% across a 5-year time frame.
- Successfully entered **new market segments**.
- **Launched** innovative email, web, and print marketing campaigns.
- Published and presented a North American Market Analysis Paper at 2011's Int'l Forgemaster's Conference.

## ACCU-SORT SYSTEMS – A SUBSIDIARY OF DANAHER CORPORATION

2006 - 2008

### Sr. Program Manager

Telford, PA

*(Danaher (NYSE: DHR) is a \$20 billion global science and technology company with a portfolio of businesses in the industrial technologies, life sciences & diagnostics, test & measurement, environmental, and dental equipment markets.)*

Led decision-making for all program planning initiatives for **FedEx Express**. This included **formulating strategies** to meet account needs with a focus on achieving company goals of increasing market share, revenue and margin. Drove implementation of program plans by utilizing the tenets of proactive teamwork. Evaluated RFPs and prepared strategic proposals and pricing. Spearheaded all phases of solutions development from initial concept to launch and commissioning.

#### Major Accomplishments:

- Improved sales 21% across a 3-year time frame with FedEx Express.
- Improved business processes via use of Kaizen and **Danaher Business System**.
- Continually managed customer satisfaction via **Voice of Customer** to ensure high rates of repeat business.

## STROBIC AIR CORPORATION – A SUBSIDIARY OF MET-PRO CORPORATION

1999 - 2006

### Engineering Manager

Harleysville, PA

*(Met-Pro Corporation is a global leader in the manufacture and sale of product recovery and pollution control equipment for purification of air and liquids.)*

Managed the fast-paced Engineering Department responsible for manufacturing engineering, research and development, and product testing. Secured new vendors and maintained existing vendor quality programs. Developed O&M manuals, and product specifications. Prepared bid proposals encompassing **value add**, equipment selection, system design, and installation. Technical resource for customer visits and trade shows.

#### Major Accomplishments:

- Achieved acceptance into Underwriters' Laboratories' (UL) Client Data Test Program.
- Designed and launched new fan models, HEPA filtration units, and silencers from concept to production.

## EDUCATION

- MBA, International Business Administration – Temple University, Philadelphia, PA
- BS, Mechanical Engineering – Temple University, Philadelphia, PA
- Executive Leadership Program – McKinsey & Company
- Fundamentals of Engineering Exam (EIT) – Commonwealth of Pennsylvania No. ET000650
- Karrass Negotiating Seminar

Salesforce | Microsoft Office Suite (Word, Excel, PowerPoint, Outlook)

## BOARD PARTICIPATION & COMMITTEE MEMBERSHIP

- Board Member, International Packaged Concrete Manufacturers Association (IPCMA) (2015 – 2017)
- Business Intelligence Committee Member, Packaging Machinery Manufacturers Institute (PMMI) (2017 – 2019)

Professional Publications Provided Upon Request  
References Provided Upon Request