

Matthew M.

Address
Phone • Email

Profile

EXECUTIVE-LEVEL OPERATIONS MANAGEMENT

Top-producing and proactive business leader with 14+ years combined experience impacting the performance and viability of top-tier organizations via outstanding product support initiatives, infrastructure reengineering, and client base development. Reputable for spurring corporate growth through aggressive product launch strategies and forging key partnerships. Committed team builder with a proven track record of setting benchmark results by specialized training and mentoring processes.

Leadership/Supervision/Mentoring • Multi-Project Management • Process Reengineering
Training/Development • Staff Management • System Improvements • Budgeting
Strategic Planning • Corporate Expansion • Policy/Procedure Development
Client Acquisition/Retention • Market Analysis, Penetration, Assessment • Negotiations
Profit and Loss Administration • Risk Assessment

Professional Experience

AIR MONITOR CORPORATION

Santa Rosa, California

1998-Present

Leading manufacturer of flow management instrumentation and health care, laboratory, industrial process and power generating industry solutions.

Sales and Service Director

Led sales management and support teams in revenue generation initiatives and efficiencies. Optimized services via targeted coordination with regional technicians, boosting customer satisfaction rates. Sharpened corporate strategy and overall vision by implementing company-wide policies and procedures. Spurred company growth by negotiating and managing key OEM accounts. Oversaw viability of B2B interactions with 84 distributors and representatives in multiple divisions across North America, generating year-over-year sales. Maximized research and development resources via market assessments and new product concepts in tandem with B2B and end-user customers.

Financial Enhancements:

- Fostered annual sales growth of 16% over 4 consecutive years.
- Led department Sales increase from \$9 million in 2003 to over \$15 million in 2007.
- Achieved quarterly sales record for 1Q08 at over 210% of plan.
- Spearheaded service group restructuring from deficit to over 14% net profit.
- Demonstrated keen leadership ability by successfully negotiating largest OEM agreement in company history with Siemens, resulting in over 2000 individual orders totaling over \$4 million.
- Secured largest single order in company history at \$2.14 million, plus top 10 largest value order

Operational Highlights:

- Reduced Service Department operating costs 30% via dedicated process reengineering, system improvements and integration of shared services with Controls Production.
- Generated 100% on-time product shipment rate by directing new orders with Applications Engineering, Purchasing, Production and Shipping sectors.
- Increased market share average 10-15% in Power and HVAC sectors by establishing shortest lead times in industry.

AIR MONITOR CORPORATION continued...

Business Development and Sales Manager

Oversaw corporate sales growth by implementing tailored strategies and comprehensive staff management. Established track record for timely project completion and client base development. Boosted name recognition and overall market penetration by initiating marketing campaigns. Improved productivity and strategic selling processes by applying unique project management tools. Bolstered product delivery and overall customer satisfaction by integrating post-sales efforts with Engineering. Coached, counseled and mentored Regional Managers, Sales Application Engineers and Assistants.

Key Accomplishments:

- Generated YOY sales growth of 20% via corporate strategies.
- Increased sales via dedicated market pricing analysis, reversing loss of 3 OEM accounts.
- Established 100% on-time product delivery rate, increasing client retention.

Sales Application Engineer/Supervisor

Analyzed and reviewed application drawings and information, plus developed engineered airflow measurement solutions. Researched and created proposals for HVAC and industrial airflow processes. Optimized technical sales force by targeted training measures. Coordinated on international business activity for Europe, Asia and Australia, resulting in increased sales in each territory.

Key Accomplishments:

- Led direct international sales business from start-up to over \$300,000 in annual revenues.
- Cut after-the-order application issues by dedicated sales staff training.
- Improved operations by creating MS Access database for proposal and project tracking and funnel creation.

MODINE MANUFACTURING

Racine, Wisconsin

1995-1997

Leading international provider of heat transfer and storage technology solutions for vehicular, industrial, commercial, and building HVAC sectors.

Applications Engineer

Coordinated on maintenance and viability of 2 major heat transfer product lines at 7 plants throughout the world, plus product changes and implementation of production schedules. Reduced field failure rate through dedicated corrective action measures. Improved operational efficiency via creation of MS Access database for tracking warranty returns and reporting of root cause failure analysis data.

Key Accomplishment:

- Created over \$25 million in annual sales by designing and developing over 40 new heat transfer products.

Education

Bachelor of Science in Mechanical Engineering

University of North Dakota, ND