

JAMES E MINER

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BUSINESS DEVELOPMENT EXECUTIVE

Highly focused Sales, Operations and Marketing executive with broad experience driving sales and organizational excellence. Proven abilities to drive growth through creative marketing and sales programs and customer focus and acquisition. Experience in organizational reorganization closely aligning corporate goals and strategies within functional areas of the business structure. Skills include business unit leadership, program management, new product development, team development and training, extensive mechanical concept development working with Engineers and Corporate leadership of targeted accounts.

Key Strengths

Strategic and Tactical Planning • New Business Development • New Product Development
Market Analysis • Key Account Management • Manufacturer Representative Management • Site Launch
Sales Training • Technical Product Management • Forecasting • Business Planning and Budgeting

PROFESSIONAL EXPERIENCE

ALPS WIRE ROPE CORPORATION, St Charles, IL 2010 – 12/30/2015

Importer, Distributor, Fabricator of Industrial fasteners, wire rope

Regional Sales Manager, Elevator Products Manager, National Accounts Manager [Fastenal, Kone Elevator, KoneCranes]

Management of field sales force for Central United States as well as overall warehouse, fabrication and Customer Service supervision. P&L management for largest warehouse and region in country. Overall sales were 47% [\$8MM] of total sales nationally [\$17MM].

Achievements:

- Substantially increased sales to existing and new accounts
 - Three listed National Accounts went from combined \$40,000 to in excess of \$750,000 per annum in two-year focus
- Delivered the highest number of new Key accounts in the history of the company
 - Various industries from construction equipment manufacturers to control cable businesses.
 - Averaged 5 new Key OEM accounts per year
- Managing expenses within company guidelines
- Wrote initial Quality Process which were transformed to replicate ISO 9001

BRADFORD AND KENT BUILDERS, Downers Grove, IL • 2005 – 2010

\$20 million custom home remodeler

Architectural Design Consultant

Managed customer acquisition from initial client meetings through design and sales process resulting in sales averaging \$250,000. Led customer seminars focused on customer initiation to remodeling processes and product selections.

Achievements:

- Achieved record sales volumes averaging \$1.5 million per year

CVEK BUILDERS, INC. Batavia, IL • 2001 – 2005

\$10 million custom home builder and remodeler.

Architectural Design Consultant

Managed customer acquisition from initial client meetings through successful design build solutions.

Achievements:

- Created new home design that was successfully and profitably sold
- Designed and supervised construction of single largest family home in company's history
- Developed and executed a marketing plan providing a strategic plan and tactics

HARTING ELECTRONICS OF NORTH AMERICA Elgin IL · 1999 – 2001

\$100 million manufacturer of electronic components, assemblies and cable assemblies

Director of North American Sales

Reenergized sales success by reorganization and strategic initiatives designed to generate new Key Account growth. Planned and managed new product launches focused on specific industry targets. Opened west coast office in Silicon Valley staffed with sales, sales support and technical product managers.

Achievements:

- Led new product growth from \$0 to \$3,500,000 in first year launch
- Chaired President's committee to help build employee commitment and focus
- Acquired 12 new international target accounts within geographic territory
- Hired, trained and drove an entirely new sales team across North America
- Planned, staffed and conducted multiple off site Sales Meetings hosting international management

WELLS – CTI, INC. South Bend, IN · 1992 – 1999

\$70 million manufacturer electronic components utilized in semiconductor testing

Global Sales and Marketing Director

Led new product development, coordinating plans and execution at three engineering and manufacturing sites worldwide. Established strategic Key Account plans and executed them, opening doors to many new leading suppliers of semiconductors worldwide. Established remote sales offices and stocking warehouses critical in getting product to local users on a global basis. Attended and monitored industry meetings to acquire insight into emerging product packaging standards and to formalize relationships with key industry customer engineering personnel. Developed and launched re-branding strategy to focus on new global presence. Led Intellectual Property Committee to provide legal protection of patents.

Achievements:

- Grew sales from \$9 million to \$70 million.
- Developed sales of new products (3 years old or newer) to represent 60% of sales and 70% of revenue.
- Personally managed one global account that grew from \$0 to in excess of \$18 million annually.
- From concept to launch hosted industry technical seminar that has grown to be annual technical conference attended by semiconductor engineers and technicians from around the world focused on test and reliability issues.
- Was selected by Key Account with manufacturing locations worldwide to be their technical leader in the U.S., coordinating development of new equipment across a broad spectrum of their backroom suppliers.

ADDITIONAL RELEVANT EXPERIENCE

ADVANCED SYSTEMS & ASSOCIATES, West Chicago, IL

Design and installation of security, monitoring and built-in systems to residential construction

Founder and Sole Proprietor

Grew company from ground up satisfying custom builders with one stop solutions for the installation of complex built-in systems ranging from security to entertainment.

ROBINSON NUGENT, INC. New Albany, IN

\$60 million electronic connector manufacturer

Regional Sales Manager, Southeast US

Opened a new regional sales office and through product training and distribution and sales representative management grew region from \$200,000 to in excess of \$15,000,000. Awarded Regional Manager of the year three consecutive years.

MOLEX INCORPORATED Lisle, IL

\$ Billion dollar electronic connector manufacturer. Grew from \$13MM to over \$100MM during my tenure.

Sales Administration Manager, Distribution Sales Manager

Facilitated inter-departmental cooperation focused on customer acquisition and new program development.

Co-developed a new product engineered to meet a demanding automotive application that provided \$700,000 in new product sales. Managed Customer Service department to exceed customer expectations and provide on-time support to US customer base.

FORMAL EDUCATION

University of Notre Dame, Notre Dame, IN · Certificate Executive Management

Northern Illinois University, DeKalb, IL · Bachelor of Science, Public Relations

Loyola University, Chicago, IL · Graduate level Ethics Studies

Ashridge International School of Management, UK · Certificate in Industrial Marketing