

John Jones
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Award Winning | CEO | Chief Revenue Officer | President | GM

HIGHLIGHTED SKILLS

Visionary, Strategy, Execution & Leadership P/L
& Performance Improvement International
Sales & Marketing
Mergers, Acquisitions & Divestitures
Startup, Turnaround, Change Capitalization
Strategies
Due Diligence, Deal Structuring & Negotiations
Financial & Legal Transactions

Purchasing & Negotiating Skills
Risk Management & Inventory Control
Cost Analysis, Reduction & Control
Growth Management & Business Development
Product Development & Rollout
Quality & Continuous Improvement
Investor, Analyst & Board Relations
Executive Advisory & Decision Support

EMPLOYMENT HISTORY

ABC Company | Charlotte, NC
\$500M Privately Owned Manufacturing Business.

Nov 2000 - Present

President & North American Manager (12/07-Present)

- Developed and implemented the "first" version of the Global Strategy
- Innovation focus to unleash entrepreneurial company spirit
- Cultural Internal Streamlining and cultural bridging between USA and Germany
- Winning execution in Sales with no nonsense approach to become Fast Growing Company
- Managing the structure of the complex product segmentation in a sales generating way
- 300% Sales Increase
- Profitable achieved in 2 years
- Local EBIT>6%
- Provided Leadership 500 employees

Chief Revenue Officer & Board Member (10/13-3/17)

- Finished, refined and implemented Global Strategy in 37 companies & 30 countries
- Global Sales Growth 3.5+% higher compared to European competition.
- Average growth globally 7.5%
- Sales 2016 of \$600M
- EBIT>14%
- Provided Leadership to 1,000 employees

Managing Director, Engineering Div. of Fluid Systems (11/00 – 9/07)

- Developed and Implemented
- Team building between strongly cultural diverted countries
- Organizational Innovation (later copied as global standard) and special non-factory product development
- Organized & solved local cultural issues.
- EBIT > 5%
- Sales YOY Growth 10%

- Provided Leadership to 50 employees
- Stock turnover up to 6/yr.

Smith Inc. | Chicago, IL

Jan 1997 - Nov 2000

Engineering, Production and Distribution of Process systems, Pneumatics and Hydraulic Power packs.

General Manager Sales and Marketing

- Change and survival strategy after losing main distributor and management buyout
- Strong redesigned Sales management
- Profitable again after 1 1/2 years
- Provided leadership to 50 employees

DFG | Houston, TX

April 1993 - December 1996

A \$220M+ Global Distributor of Technical Fasteners, Tools and Chemical Fastening Solutions.

Global Sales & Marketing Manager (1/1993 – 12/1996)

- Global Sales of 220 Mill \$ & EBIT >15% with annual growth of more than 10 %
- Delivered Vision /Mission, Strategy, Operation and Tactics
- Achieved M&A targets

National Sales Manager (4/91 – 4/93)

Pure Sales Management roll in aggressive market of Fasteners. Sales team of 40 sales representatives.

EDUCATION

M.B.A., International Global Business -
2006 Norte Dame

Bachelors, International Business - 2004
Marquette

Bachelors, Strategic Marketing - 1993
Duke

ADDITIONAL PRACTICAL SKILLS

- Sales Process Trainer (strategic sales & tactical closing)
- E-shop Channel development global platform
- Bi-Lingual: Mandarin, English

SERVICE

Foster Parent

Compassion International Board Member

Coach - Girls Soccer

Coach - Football

Sponsor – Charlotte Rescue Mission