

Regional / National Sales Director with 36 years of experience boosting sales and increasing profits by motivating the sales team and assisting customers. Results-driven focus on monitoring team member performance and coaching on effective sales methods.

- Channel Development
- Sales and Market Development
- Budget Management
- New Market Penetration

Accomplishments

- Drove Long Range Business Planning resulting in Sales Growth from 2010: \$89.5M to 2019: \$170.9M
- Implemented structured sales strategies, goals and measured KPI's that resulted in:
 - Doubled market share growth in a down market region
 - Achieved #1 Ranking for Sales Performance
 - Attained #1 Market Share position
- Secured largest Distribution Equipment project in the US
- Delivered 110% to plan performance within 6 months of organizational changes.
- Consecutive years of double digit growth
- Re-Aligned Marketing staff for focus on: price realization, new business development, and project management.

**Contact ROB WIESKA for more information at
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