

Steve Wilson

3411 N 154th St, Basehor KS, 66007
816.845.0411 • steve.wilson@wilo.com

WORK HISTORY

Pentair LLC, Fairbanks-Nijhuis (Kansas City, KS)

- 2000 Production Planner**
- 2001 Warehouse Coordinator**
- 2003 Warehouse Supervisor**
Responsible for finishing departments
(Warehouse, shipping & Sand Blast)
- 2006 Application Engineer**
Municipal, Commercial & Industrial product lines
- 2010 Field Service Manager**
Manage 4 inside coordinators & 3 field technicians
- 2015 Application Engineering Manager**
Manage staff of 9 Inside Sales Support Associates
- 2017 Aftermarket Manager – Kansas City Operations**
Lead Parts Department, Field Service and Pump Repair groups
Reporting direct to senior leadership
Direct lead for team of 32 employees, \$1.67M in payroll
Team consists of both office and bargaining unit employees
Manage Profit & Loss responsibilities
Responsible for more than \$16M in annual sales
- 2018 Director of North America Post Shipment**
Lead North America Aftermarket Team for all Infrastructure facilities
Aftermarket annual sales responsibility \$45M
Team of 27 direct reports, along with 6 Regional Sales Managers
Responsibilities include sales, service & technical support

Wilo LLC

2021 **Manager of Aftermarket Sales & Service**

Leading USA Aftermarket Team for all Wilo brands
Business development for newly formed Aftermarket department
Establishing roles for post-shipment field requests
Support for all Wilo installations

PROFESSIONAL EXPERIENCE

Over 15 years of Field Experience

- Conduct inspections and start-ups services, including performance testing, and vibration readings.
- Initiate & coordinate any necessary field modifications that are required to ensure installed product is operating as designed.
- Processing and resolving pump refurbishment requirements, including field assistance with vibration analysis, balancing, start-up supervision
- Issue detail inspection reports outlining the condition of the pump installations
- Conduct operator training in the use and maintenance of pumping equipment.