

Robert W. Sexton, Jr.

20211 Altai Terrace Dr
Spring, Texas
77379 USA

Mobile 770-634-1369

Email 103fatboylo@gmail.com

Objective

Desire a challenging position with a customer focused and quality oriented organization whose future and growth will utilize my experience and ability in the area of the industrial and municipal markets.

Experience

June 2018 – Present

Gardner Denver Nash

Spring, Texas

Manager – Regional Sales

- Responsible for sales of Hoffman & Lamson centrifugal blowers and aftermarket for the Western United States including Alaska & Hawaii.
- Manage and support a team of thirteen Representatives, eight Service Centers, and various OEMs in the above territory.
- Responsible for booking targets for Original Equipment (OE) and Aftermarket (AM) including parts, repairs, and service.
- Manage the sales funnel and convert Marketing leads to Opportunities using the Salesforce CRM
- Assist internal teams and field service with projects critical to the Customers and Reps in territory.
- Develop relationships with new customers and cultivate existing relationships with key accounts.
- Assist with resolution of financial disputes to reduce aging and increase net working capital.

May 2017 – June 2018

Gardner Denver Nash

Bentleyville, Pennsylvania

Manager - Sales Operations

- Coordinate, monitor, and modify commercial tools and processes for both the Centrifugal Blower (CF) and Liquid Ring (LR) sides of the business creating common best practices where possible.
- Act as a single point of contact for Marketing, Finance, Engineering, and other internal and external teams to manage commercial implementations.
- Coordinate and execute daily/weekly/monthly standard work for the commercial teams.
- Drive the Rep Management process including execution of contracts & agreements, formalize initiation & termination procedures, and directly promote commercial initiatives.
- Assist the CF & LR field sales teams with the negotiation of commercial terms & conditions, including publishing and updating a Negotiation Guide to be used by both sales teams.

September 2013 – May 2017

Gardner Denver Nash

Bentleyville, Pennsylvania

Manager – CF Sales & Project Engineering

- Manage a group of five (5) Centrifugal Sales Engineers and four (4) Centrifugal Project Managers.
- Global responsibility for the technical and commercial quotation of Hoffman & Lamson multistage centrifugal blowers and exhausters and single-stage turbo type blowers. An average annual hit rate of 20% was achieved and \$15.2 million was booked in 2016.
- Global responsibility for the management of all Hoffman & Lamson new equipment orders (\$15 million shipped in 2016) and related documentation distribution. On Time Performance was improved by 83% since managing this group.
- Responsible for technical and commercial training of new Sales Engineers and Project Managers in the multistage centrifugal product line.
- Coordinate monthly Webinars to train and educate global GD Nash employees and authorized representatives.
- Created work instructions to properly conduct customer and/or third party inspector witness visits.
- Key participant in a project to convert from a web based quotation tool to an SAP based Variant Configurator quotation tool with an ITS front end interface.

June 2006 – August 2013

Gardner Denver Inc.

Peachtree City, Georgia

Manager – International CF Sales Engineering

- Began as Sales Engineer I in June 2006, promoted to Sales Engineer II in December 2007, promoted to Sales Engineer III in April 2011, and promoted to Supervisor of International Project Engineering in October 2011.
- Supervised one (1) Sales Engineer III and one (1) Project Manager for complete customer fulfillment, from receipt of initial inquiry to shipment of finished product and startup through the warranty period.
- Responsible for sales of Hoffman and Lamson multistage centrifugal blower packages for all markets including Oil & Gas, Power, Mining, Wastewater, Petro-Chem, and Pulp & Paper in Europe/Middle East/Africa, Asia/Pacific, and Latin America. Sales in Asia/Pacific alone were nearly \$3 million in 2011.
- Receive specifications from major engineering firms, OEMs, and end user customers. Select the machine and accessory package which most closely meets these specifications at a competitive price. Address commercial and legal issues prior to order placement.
- Seek competitive quotes from a wide variety of vendors including blower component vendors, blower accessory vendors, logistics suppliers, etc. to provide the most competitive blower package possible.
- Work with a wide variety of channels to market including Gardner Denver international sales offices, authorized representatives, engineering firms, and end user customers.
- Conduct and/or facilitate on-line and in-person training of Gardner Denver employees worldwide. Visit customers in the territory to close orders and participate in kick-off meetings.
- Use a wide variety of software tools including blower selection tools (CF Select), pricing tools (CF Estimator), SAP, Adobe, Word, Excel, PowerPoint, etc. to develop proposals, reports, and presentations.
- Work closely with all other departments including Engineering, Purchasing, and Manufacturing to ensure accurate quotes and successful order execution.
- Close orders successfully, enter them in an accurate and timely manner, and supervise the Project Manager to ensure a smooth and error free process.
- Meet or exceed sales goals and margin targets while simultaneously providing a superior level of customer satisfaction. Asia-Pacific sales YTD in 2012 were 200% of goal for Q1 and 135% of goal for Q2.

December 1994 – June 2006

H. Clay Moore & Associates

Atlanta, Georgia

Sales Representative

- Responsible for sales of Howden / Buffalo Forge brand centrifugal fans, aftermarket parts, and service and Hoffman / Gardner Denver brand multistage centrifugal blowers.
- Receive customer specifications and select the machine which most closely meets the specifications at a competitive price.
- Prepare new equipment proposals for a wide variety of Power (Southern Company, Tennessee Valley Authority, etc.) and General Industrial customers in a Southeastern United States territory.
- Maintain and search archives to provide aftermarket parts support.
- Expand sales opportunities by managing consignment inventories and maintaining customer contracts.

January 1994 – October 1994

WIKA Instrument Corp.

Lawrenceville, Georgia

Sales Representative

- Responsible for sales of WIKA brand pressure and temperature gauges and instruments.

June 1989 – September 1993

AlliedSignal Aerospace

Phoenix, Arizona

Repair Sales Representative (1992 – 1993)

- Responsible for selling repairs of gas turbine auxiliary power units (APUs) and major airframe components to commercial air carriers in the Asia Pacific region.

Sales Representative (1989 – 1991)

- Responsible for sales of gas turbine APUs and major airframe components to commercial air carriers in North America and Canada, including United, Air Canada, and Federal Express.
 - Responsible for initial provisioning of new aircraft with airframe manufacturers Boeing and McDonnell-Douglas.
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December 1983 – June 1989

Bearings, Inc. (Dixie Bearings)

Atlanta, Georgia

Field Sales Representative (1988-1989)

- Responsible for selling bearings, power transmission equipment, and industrial supplies to a West Georgia territory.

Inside Operations Manager (1987 – 1988)

- Responsible for all inside operations including reception, inside sales, counter sales, and product delivery.

Inside Sales Representative (1983 – 1986)

- Responsible for phone and counter sales of bearings, power transmission equipment, and industrial supplies serving a North Georgia customer base.

Education

September 1979 – May 1983

Mercer University

Macon, Georgia

Bachelor of Arts Degree

Interests

- Member of the Patriot Guard Riders.
- Volunteer Coordinator for Harley Owners Group – Area 1 Houston.
- Vice-president of the Houston Parrot Head Club

REFERENCES AVAILABLE ON REQUEST