

BACKGROUND

- Odoo Administrator 1+ Years
- NetSuite Administrator 5+ Years
- Over 5 years experience as Inside Sales Manager.
- Over 6 years as Technical Trainer (Valve automation products)
- Over 30 years in Industrial and Instrumentation Sales with 20+ years experience in valve automation.
- Lean Six Sigma Green Belt Certified

SUMMARY

- Hands-on, results driven leader who is known for being very supportive and highly professional.
- Great team player who instills confidence in his fellow employees and team members.
- Management style described as both instructive and effective by employees under his supervision.
- Go-getter who does what it takes to get it done.

ACHIEVEMENTS

Process Resources, Inc.

- Handled export/import of data from NetSuite into Odoo for China, Germany and U.S. Subsidiaries.
- Handled export/import of data from Epicor into NetSuite for China and U.S. Subsidiaries.
- Developed training documents for use by users in all departments; Sales, Purchasing, Manufacturing, Acctg, etc.
- Created NetSuite "Saved Searches" and modified entry and print forms to accommodate user demands.
- Created NetSuite WorkFlows to automate/streamline NetSuite processes for users.

Aitken Manufacturing, Inc.

- Implemented systematic / formal procedures in a setting where formal procedures were non-existent.

Lockwood International (Automation Division)

- Handled the sales portion of getting the company ISO 9001:2008 Certified.
- Developed / improved Inside Sales process. (Hired at conception/development of Automation Division)

Automated Valve & Control

- Developed Excel program for calculating Thrusts and Torques on "Mult-Turn" Knife Gate & Globe Valves.
- Developed Access database programs: i.e.: For call tracking and for creating formal quotations.

Rawson, LP

- Developed a Sales Call database in MS Access for recording, sorting and tracking sales calls.
- Developed a set of "Sales Tools" utilizing MS Excel, Word and a PDF-editing program.

BETTIS Corporation

- Updated BETTIS' Training from a 35mm Slides and Overheads Media-based Training format to PowerPoint.
- Developed self-running PowerPoint sales presentations for use at trade shows, etc.
- Assisted in making Major Sales Presentations nationwide as well as throughout Canada, Mexico, Brazil, and Colombia.
- Accomplished getting an internet-based Worldwide Project Tracking System implemented.

ITT Snyder

- Instrumental in the transferal from a manual system to an AS400 System
- Trained employees in System procedures, improving personnel efficiency and accuracy.
- Documented "System" procedures for personnel use, easily learned by novice PC users.

PROFESSIONAL SKILLS

- **Highly Skilled in Software Applications:** Netsuite Administration, Odoo Administration, Epicor, MS Office, Adobe Acrobat, Adobe Photoshop.
- **Valve and Valve Automation:** 30+ Years Actuator and Valve Experience.
- **Technical Sales Trainer:** Experienced at developing and presenting technical programs designed for Technical Sales Personnel and Engineers.
- **Production Planning:** Experienced in Multi-plant Material Requirements Planning.
- **Purchasing:** Material and Contract-Labor Purchasing.
- **Professional Speaker (Magician / Mentalist):** Over thirty years of Professional Entertaining, including Customized Trade Show Presentations.
- **Detail Oriented:** Work very well with detailed and complex jobs.

EXPERIENCE

Process Resources, Inc. (Mar 2018 – Present)

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|-------------------------------|-----------------------------------|
| • Odoo Administration | Odoo Administrator (1+ Years) |
| • NetSuite Administration | NetSuite Administrator (5+ Years) |
| • Valves and Valve Automation | Inside Sales (3 Months) |

Aitken Manufacturing, Inc. (Feb 2016 – Mar 2018)

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| • Flow Measurement & Strainer Products | Inside Sales Manager |
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Chemical Seal & Packing (Jun 2015 – Feb 2016)

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| • Oil & Gas / Petrochemical Products | Inside Sales Lead |
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BETA Int'l (Aug 2014 – Mar 2015)

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| • Valves And Actuation | Inside Sales Manager |
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Lockwood Int'l (Nov 2012 – Mar 2014)

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| • Valves And Actuation | Inside Sales Manager |
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A.V.C. (Aug 2009 – Nov 2012)

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| • Valves And Actuation | Automation Sales & Application Engineering |
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Rawson, LP (Dec 2003 – Aug 2009)

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| • Valves And Actuation | Technical Quotes Representative, 1+ Years |
| • Industrial/Instrumentation Sales | Inside Sales Representative, 5 Years |

BETTIS Corporation (1995 – 2003)

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| • Technical Training | Technical Sales Trainer/Training Coordinator, 6 +Years |
| • Valve Actuation Sales | Inside Sales Representative, 1+ Year |

ITT Snyder (1993 - 1995)

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| • Flow Measurement Sales | Inside Sales Representative, 2 Years |
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HYDRIL, PTD (1980 - 1993)

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| • Flow Measurement Sales | Inside Sales Representative, 8 Years |
| • Administration | Production Planner, 2 Years |
| • Purchasing | Buyer, 2 Years |
| • Manufacturing | Lead Man, 1 Year |

EDUCATION

- **Houston Community College** (1994 – 1997)
- **Lean Six Sigma Green Belt – Management & Strategy Institute** (2016)