



Summary

He brings over 15 years of management experience to the Dial Interactive team. He has been a key player in numerous successful product and organizational startups. In addition, he brings a strong background in crisis resolution. His background includes extensive international experience having managed multidivisional companies doing business domestically and internationally. His assignments have included Europe, Japan, Mexico, and South America.

Most recently, He has been working with enterprises to solidify their CRM strategy.

Qualifications

- Strong communicator
- Excellent sales and marketing skills
- Skilled at business case development in highly competitive environments
- Experience with forming strategic business partnerships and synergies.
- Skilled at pulling together complex teams with unique capabilities and insights.
- Start-up/Project Management
- CRM/ERP Certified
- Website Design Experience
- Operations Management
- Financial/Operational Cost and Profit Optimization
- New Business Development

Recent Accomplishments

- Sales and project management of Multiple ERP and CRM solutions from \$50,000 to \$1,000,000 including integration of the ERP, CRM and BI solutions based on Microsoft SQL and/or Oracle databases.
- Lead the team responsible for designing, building and marketing new environmental cleaning systems and data acquisition systems.
- Managed purchasing, inventory control, accounts payable, safety and quality control organizations.
- Successfully negotiated international agreements in South America and Japan to distribute products.
- Negotiated successfully with the federal and state agencies on behalf of customers and employers for environmental labor, and safety disputes.

Previous Experience

- Sales and Marketing Director, TimeSaving Services Inc., Atlanta, GA, 2000-Present
Led sales efforts for CRM and ERP software systems for large customer focused organizations.
- President, S-TECH Inc., West Point, GA, 1996-2000
Involved in all areas of establishing and operating this start-up company including raising funds, incorporation, strategic partner negotiations, patent filing, and overall organization management.
- Area Manager, Ashland Chemical Drew Industrial Division, Dayton, OH, 1993-1996
Responsible for new business development including receipt of Presidents club award as top salesman in the region and 3 time top producer in the sales district.
- Managing Partner, S.A.A. Limited Partnership, Marietta, GA, 1992-1993
Responsible for growing business from start-up to \$2 Million in annual sales. Also, participated in design and development of key systems and facilities including the filing of patents. Acted as project manager for customer site installations.
- Product Manager, National Service Industries, National Chemical Division, Atlanta, GA, 1991-1992
- Account Manager, Betz Laboratories, Trevoise, PA, 1988-1991
- Business Manager, Ecol Inc., Hapeville, GA, 1986-1988

Education and Other Achievements

- Baylor University
BS in Chemistry and B.B.A. in Accounting - 1983
- Auburn University
MBA (M.I.S. concentration) – 1986
- Eagle Scout