**John Jones**

123 Smith Street I Charlotte , NC

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<https://www.linkedin.com/in/johnjones>

**Award Winning I CEO I Chief Revenue Officer I President I GM**

**HIGHLIGHTED SKILLS**

Visionary, Strategy, Execution & Leadership

P/L & Performance Improvement

International Sales & Marketing

Mergers, Acquisitions & Divestitures

Startup, Turnaround, Change

Capitalization Strategies

Due Diligence, Deal Structuring & Negotiations

Financial & Legal Transactions

Purchasing & Negotiating Skills

Risk Management & Inventory Control

Cost Analysis, Reduction & Control

Growth Management & Business Development

Product Development & Rollout

Quality & Continuous Improvement

Investor, Analyst & Board Relations

Executive Advisory & Decision Support

**EMPLOYMENT HISTORY**

***ABC Company*** | Charlotte, NC Nov 2000 - Present

*$500M Privately Owned Manufacturing Business.*

**President & North American Manager** (12/07-Present)

* Developed and implemented the "first" version of the Global Strategy
* Innovation focus to unleash entrepreneurial company spirit
* Cultural Internal Streamlining and cultural bridging between USA and Germany
* Winning execution in Sales with no nonsense approach to become Fast Growing Company
* Managing the structure of the complex product segmentation in a sales generating way
* 300% Sales Increase
* Profitable achieved in 2 years
* Local EBIT>6%
* Provided Leadership 500 employees

**Chief Revenue Officer & Board Member** (10/13-3/17)

* Finished, refined and implemented Global Strategy in 37 companies & 30 countries
* Global Sales Growth 3.5+% higher compared to European competition.
* Average growth globally 7.5%
* Sales 2016 of $600M
* EBIT>14%
* Provided Leadership to 1,000 employees

**Managing Director*,*** Benelux Div. of Burkert Fluid Systems| Utrecht, Netherlands(11/00 – 9/07)

* Developed and Implemented
* Team building between strongly cultural diverted countries
* Organizational Innovation (later copied as global standard) and special non-factory product development
* Organized & solved local cultural issues.
* EBIT > 5%
* Sales YOY Growth 10%
* Provided Leadership to 50 employees
* Stock turnover up to 6/yr

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***Smith Inc.*** |Chicago, IL Jan 1997 - Nov 2000

*Engineering, Production and Distribution of Process systems, Pneumatics and Hydraulic Power packs****.***

**General Manager Sales and Marketing**

* Change and survival strategy after losing main distributor and management buyout
* Strong redesigned Sales management
* Profitable again after 1 1/2 years
* Provided leadership to 50 employees

***DFG*** | Houston, TX April 1993 - December 1996

*A $220M+ Global Distributor of Technical Fasteners, Tools and Chemical Fastening Solutions*.

**Global Sales & Marketing Manager** (1/1993 – 12/1996)

* Global Sales of 220 Mill $ & EBIT >15% with annual growth of more than 10 %
* Delivered Vision /Mission, Strategy, Operation and Tactics
* Achieved M&A targets

**National Sales Manager** (4/91 – 4/93)

Pure Sales Management roll in aggressive market of Fasteners. Sales team of 40 sales representatives.

**EDUCATION**

M.B.A., International Global Business - 2006

Norte Dame

Bachelors, International Business - 2004

Marquette

Bachelors, Strategic Marketing - 1993

Duke

**ADDITIONAL PRACTICAL SKILLS**

* Sales Process Trainer (strategic sales & tactical closing).
* E-shop Channel development global platform.
* Bi-Lingual: Mandarin, English

**SERVICE**

Foster Parent

Compassion International Board Member

Coach - Girls Soccer

Coach - Football

Sponsor – Charlotte Rescue Mission