

# Achievements

*Thomas F. Baker*

Dynamic Leader  
Proven Success  
Revenue

Diverse Industry  
Profit  
Growth



## General Management

- ❑ \$153 Million P&L responsibility; experienced in leading team of 280+ employees
- ❑ Transformed regional company into a global player; OEM, Distributor Sales and Sales Support
- ❑ Opened markets in Canada, Mexico, South America and the Middle East; global markets
- ❑ Led turnaround; drove 53% Sales increase in just 18 months at 35% margin
- ❑ Spearheaded product launch project to add \$1.1 million revenue in 18 months

## Sales and Marketing

- ❑ 38% Sales increase per year for 3 years; maintaining a 21% profit margin
- ❑ Improved year-end backlog reserve from \$450,000 to \$4 million
- ❑ \$2.5 Million revenue increase by forging profitable strategic alliances; Government Sales
- ❑ Captured new accounts and eliminated dependency on small client base; Engineering, Aerospace

## Operations and Finance

- ❑ 29% Efficiency improvement by implementing lean manufacturing processes and revising standards
- ❑ Identified manufacturing bottlenecks and maximized resources through outsourcing
- ❑ Established accountability guidelines that improved performance 38%
- ❑ Introduced technology-based performance and marketing analyses

**Computer: Technology:** Android, Apple Computers, Smartphones, Touchscreen Technology, Tablets, Remote Office  
**Software:** Windows, Cloud, Word, Excel, Access, PowerPoint, Project, Visio, Adobe Distiller, QuickBooks, SBT Finance, MAS 90, BusinessPlan Pro, Map Links, OrgPlus, Acrobat, PC Anywhere, Form Tools, Attorney Legal, AutoCAD, CRM Programs, Act, Goldmine, Sales Logics, Lean Manufacturing-KAIZEN, Internet

## Education, Proficiencies and Specialty Training:

1983 **Master of Business Administration, Management** - Harrington University  
1974 **Bachelor of Science, Mechanical Engineering Technology, Manufacturing Major** – Bradley University

- 6 Sigma Initiatives
- Basic through Advanced Selling Skills
- Chamber of Commerce – Leadership 2002
- Executive-Leadership and Management 13 weeks
- ISO 9000-2000
- Karass Selling Techniques
- Lean Manufacturing - Kaizen and Toyota Production System (TPS)
- MRP II
- Product Distribution and Production
- QS 9000 Standards
- Sensitivity and Diversity
- Total Quality Management with Success
- Xerox Sales Skills Training

# Thomas F. Baker

## Professional History

- 2009 – Present **REGAL POWER TRANSMISSION SOLUTIONS**, formerly Emerson Power Transmission– Indiana  
2016 – Present **Director of Sales**, Global, Aerospace and Specialty Products, remote, Florida  
2014 – 2016 **Area Manager**, Aerospace and Precision, FL  
2011 – 2013 **Industry Specialist**, Aerospace and Precision, FL  
2009 – 2011 **Manager of Applications Engineering**, Bearings, IN  
A global designer and manufacturer of bearings marketed under the brand names Sealmaster®, McGill®, Browning®, and Rollway®. Primary bearing types produced consist of mounted ball and roller, cam follower, spherical and cylindrical.  
 Manage global technical and customer support, Sales, Distribution and Project Management for products and services  
 Consistently meet metric-driven performance, corporate merger and new business development; Government, C-Levels
- 2007 – 2009 **MOTION COMPONENTS SOUTHWEST – TX**  
**Sales and Business Development Manager**  
 A wholesaler of bearings, belts, drives and motor controls to OEM's and Distributors
- 2006 – 2007 **TESMEC USA – TX**  
**National Vice President of Sales**  
 A privately held manufacturing and distributing trench digging equipment company
- 1995 – 2009 **PINNACLE CONSULTING – Fort Worth, Texas**  
**Vice President and Director of Sales**  
 A contract consulting and human resources company providing staff for temporary and project assignments.
- 2001 – 2003 **GE REAVES ENGINEERING, Incorporated – San Antonio, Texas**  
A multi-discipline Civil, Structural Engineering, and land survey company  
**General Manager**, Pinnacle Consulting Placement, 2-year contract  
 Increased sales by 30% in the first four months through new Marketing Program implementation
- 2000 – 2001 **PHOENIX ACCESS TECHNOLOGY, Incorporated – Dallas, Texas**  
Perform company general operating analysis, recommended and directed the implemented changes as appropriate  
**Vice President Operations**, Pinnacle Consulting Placement, continuing relationship  
 Successful completion of a Merger and Acquisition, doubling the size of the company
- 1999 – 2000 **TURBO REFRIGERATION Company – Denton, Texas**  
Manufacturer of icemakers and industrial ice-making equipment for commercial and industrial markets.  
**Vice President of Worldwide Sales and Marketing**, Pinnacle Consulting Placement, open contract  
 Directed \$28 + million sales volume; managed 5 direct and 35 global Manufacturer's Representatives  
 Responsible for multi-site Sales and Operations activities
- 1995 – 1999 **G.W. TAYLOR TANK Company – Gunter, Texas, Pinnacle Consulting Placement**  
Manufacturer of ASME code and non-code pressure vessels for petroleum, chemicals, air, gas, and food processing industries  
**President and General Manager**, 1996 – 1999; **Director of Sales and Marketing**, 1995 – 1996  
 Led expansion into International markets; increased Sales 38%+ at 21% margin  
 Spearheaded revenue increase from \$1.8 million to \$4.3 million by creating and executing new marketing strategies  
 Identified 25,000 potential customers by implementing automated marketing systems
- 1994 – 1995 **FMC Corporation – Tupelo, Mississippi**  
Manufacturer of conveyor equipment for mining, food, poultry, chemical and pharmaceutical industries  
**Product Manager**  
 Increased revenue from \$38 million to \$42 million at 21% margin  
 Introduced technology-based programs that identified new customers by SIC Code and Geographical Location  
 Instrumental in positioning the company for profitable sale
- 1989 – 1994 **INDUSTRIAL BEARINGS AND COMPONENTS – Largo, Florida**  
Distributor of industrial power transmission products to OEM and after market companies  
**President**  
 Grew Sales 69% and increased inventory turns to 12+ by implementing computerized controls  
 Expanded 5 product lines to 121, diversified core business and positioned company for market fluctuations  
 Generated positive cash flow in 7months, established stringent credit controls that reduced A/R and write-offs
- 1984 – 1989 **FEDERAL-MOGUL Corporation -- Southfield, Michigan**  
Manufacturer and Distributor of automotive and heavy-duty truck and industrial bearings, seals and bushings  
**General Industrial Sales Manager**, 1986 – 1989  
**Regional Sales Manager**, 1984 – 1986  
 Directed 12-member Sales Team in generating \$153 million in annual revenue  
 Established lead identification systems, streamlined administrative processes and crated recognition programs  
 Recognized as Top Region in 1985, led 6-member team in \$18.5 million sales increase
- 1977 – 1984 **FAFNIR BEARING Company** (a division of Textron Industries – New Britain, Connecticut  
Manufacturer of precision ball bearing and housed power transmission units.  
**District Manager and Sales Engineer**  
 Increased Sales to OEM and Distributors from \$5.4 million to \$7.3 million; targeted compatible industries  
 Grew Major Account sales from \$875,000 to \$2.5 million; Won contracts over 7 competitors through package pricing
- 1973 – 1977 **CATERPILLAR TRACTOR Company**  
**Manufacturing Supervisor, Plant Operations, and Trainee**

Additional Information Provided Upon Request