

Direct Sales, Sales Management

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Overview:

Independent Representative; Inside, Outside and Remote Global Sales and Sales Management, New Business Development for OEM, Distribution, Aerospace, Power, Bearings, Motion Controls and Custom Engineering in Government, Manufacturing, Production and Supply Chain environments; United States and International markets

Summary:

- ◆ Diverse and successful industry experience in bearings, aerospace, material handling, HVAC/R, gas and oil, food and beverage, distribution and OEM business development and management
- ◆ Successfully opened new global markets and customer bases in Asia, Mexico, South America and the Middle East export business while continuing sales in the United States corporate home-base
- ◆ Startup company experience in Sales, Finance, Operations, Administration and Human Resources
- ◆ Personal revenue and Major Account Corporate development and custom product line development
- ◆ Developed profitable strategic business alliances eliminating dependency on existing client base

Education:

1983 **Masters of Business Administration** 1974 **Bachelor of Science, Mechanical Engineering Tech.**
Harrington University – Remote Bradley University – Peoria, Illinois

Training:

- ◆ Basic through Advanced Selling Skills
- ◆ Executive-Leadership and Management 13 weeks
- ◆ Karass Selling Techniques
- ◆ Product Distribution and Production
- ◆ Sensitivity and Diversity
- ◆ Total Quality Management with Success

Computer

Hardware: Android, Apple Computers, Smartphones, Touchscreen Technology, Tablets
Software: Windows, Cloud, Word, Excel, Access, PowerPoint, Project, Visio, Adobe Distiller, QuickBooks, SBT Finance, MAS 90, Business Pro Business Plans, Map Links, OrgPlus, Acrobat, PC Anywhere, Form Tools, Attorney Legal, AutoCAD, CRM Programs, Act, Goldmine, Sales Logics, Internet

Cross-transferable Skills:

		Industry Experience		
◆ Aerospace	◆ Conveyor Systems	◆ Machine Tooling	◆ OEM, Distribution	◆ Pressure Vessels
◆ Aggregate	◆ Food, Beverage	◆ Material Handling	◆ Petroleum, Oil	◆ Supply Chain
◆ Bearings, Anti-friction	◆ HVAC/R	◆ Motion Controls	◆ Power	◆ Wind, Power Generation
Sales, Marketing, Product Management				
◆ Account Development	◆ Contract Negotiations	◆ Government Contracts	◆ Manufacturing	◆ Public Relations
◆ Bid Response	◆ Creative Process	◆ Group Presentations	◆ Presentation Creation	◆ Relationship Building
◆ Blueprints, Schematics	◆ Custom Engineering	◆ Heavy Equipment	◆ Product Demonstrations	◆ Remote Work
◆ Business Development	◆ Customer Satisfaction	◆ Import, Export Process	◆ Product Roll-out	◆ Sales Training
◆ C-Level Sales	◆ Database Management	◆ Injection Molding	◆ Product Strategies	◆ Service Plans
◆ Client Goals	◆ Direct Mail, E-mail	◆ Internet Research	◆ Product Upgrades	◆ Staff Management
◆ Cold Calling	◆ Distribution Strategies	◆ Logistics	◆ Project Management	◆ Supply Chain
◆ Company Research	◆ Event Planning	◆ Maintenance Contracts	◆ Proposal Creation	◆ Target Marketing
◆ Consulting	◆ Forecasting, Projections	◆ Major Accounts	◆ Prospecting	◆ Trade Shows

Employment History:

2022 – PRESENT	MOTIVITY CONTROLS – FL <i>Vice President of Sales, Independent Representative</i>	<i>Vice President, Worldwide Sales and Marketing</i>
◆Belts, Bearings, Sheaves, Pulleys, Sprockets, Lubrication, Seals, Paint related products	REGAL REXNORD TRANSMISSION SOLUTIONS formerly Emerson Power Transmission– IN	◆A multi-discipline Civil, Structural Engineering and land survey company
2009 – 2022	Director of Sales, Global, Aerospace and Specialty Products, remote, FL	1995 – 1999 G.W. TAYLOR TANK COMPANY – TX <i>President, General Manager</i>
2016 – 2022	Area Manager, Aerospace and Precision, FL	◆A manufacturer of ASME code and non-code pressure vessels
2014 – 2016	Industry Specialist, Aerospace and Precision, FL	1994 – 1995 FMC Corporation – MS <i>Product Manager</i>
2011 – 2013	Manager of Applications Engineering, Bearings, IN	◆A Conveyor equipment manufacturer
2009 – 2011	◆A global designer and manufacturer of bearings marketed under the brand names	1989 – 1994 INDUSTRIAL BEARINGS, COMPONENTS – FL <i>President</i>
2007 – 2009	MOTION COMPONENTS SOUTHWEST – TX <i>Sales and Business Development Manager</i>	◆A Distributor of industrial power transmission products
◆A wholesaler of bearings, belts, drives and motor controls to OEM's and Distributors	TESMEC USA – TX <i>National Vice President of Sales</i>	1984 – 1989 FEDERAL – MOGUL CORPORATION – MI <i>Sales Manager, General Industrial</i>
2006 – 2007	◆A privately held manufacturing and distributing trench digging equipment company	◆A manufacturer and distributor of automotive and heavy-duty truck and industrial bearings, seals and bushings
2003 – 2006	PINNACLE CONSULTING – TX <i>Owner, Independent Contractor</i>	1977 – 1984 FAFNIR BEARING COMPANY – WI <i>District Manager</i>
◆A start-up contract consulting company providing services	GE REAVES ENGINEERING, INC. – TX <i>General Manager</i>	◆A manufacturer of precision ball bearing and housed power transmission units
2001 – 2003		1973 – 1977 CATERPILLAR – IL <i>Manufacturing Supervisor</i>
		◆A heavy equipment manufacturer

Thomas F. Baker

Employment Details:

2022 – PRESENT

MOTIVITY CONTROLS – Lutz, Florida; Territory Representation, **Central Mid-Western, Eastern United States**
Vice President of Sales, Independent Representative, Belts, Bearings, Sheaves, Pulleys, Sprockets, Lubrication, Seals, Paint
Provide independent recommendations for the global strongest product supplier selections of custom and specification-driven industrial related product lines. Represent manufacturers with uncompromising technical integrity of evaluated and selected prime manufacturers based upon end-user specifications. Provide optimum quality product response and recommendations, negotiated price guarantee, and delivery for results-oriented clients for United States and International markets.

JAN 2009 – AUG 2022

REGAL REYNOLD TRANSMISSION SOLUTIONS formerly Emerson Power Transmission – Valparaiso, Indiana
Director of Sales, Global, Aerospace and Specialty Products, remote, Florida, DEC 2016 – AUG 2022
Area Manager, Aerospace and Precision, Florida, 2014 – DEC 2016
Industry Specialist, Aerospace and Precision, Florida, 2011 – 2013
Manager of Applications Engineering, Bearings, Indiana, 2009 – 2011

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

Accomplishment:

Consistently meet metric-driven performance, corporate merger and new business development objectives; C-Levels

JAN 2007 – JAN 2009

MOTION COMPONENTS SOUTHWEST, INCORPORATED (MCSW, INC) – Bedford, Texas
Sales and New Business Development Manager

A wholesaler of bearings, belts, drives and motor controls to OEM's and Distributors from AMEC, KML Bearings Atra-Flex, Bando USA, Clark Seals, Cleveland Gear, Hitachi, Pacific Bearing, RAM Industries and Uni Chain.

♦ Develop new accounts, maintain existing accounts and provide support to distribution network

Accomplishment:

Generated \$160,000 in new business within the first 60-days from a previous inactive account

SEP 2006 – JAN 2007

TESMEC USA – Alvarado, Texas

Vice President of Sales, United States

A privately held company manufacturing and distributing trench digging equipment from a 125,000 square foot facility.

♦ Developed new Distributors and managed the global network of Dealers, providing technical product support

Accomplishment:

Increased Sales and Distribution volume to levels maximizing company annual production capabilities

FEB 2003 – SEP 2006

PINNACLE CONSULTING – Celina, Texas

Owner and Independent Contractor

A start-up contract consulting company providing services for temporary, long-term and short-term assignments.

♦ Completed a variety of tasks for 3 companies in telecommunications, travel and hi-technology industries

JAN 2001 – JAN 2003

GE REAVES ENGINEERING, Incorporated – San Antonio, Texas

General Manager

A multi-discipline Civil, Structural Engineering and land survey company with 47 employees.

♦ Oversaw and directed the Operations, Finance, Administration, Sales, Marketing and Business Development Departments for planning, budget management and business plan growth and implementation

Accomplishment:

Increased sales by 30% in the first four months through new Marketing Program implementation

SEP 1999 – AUG 2000

TURBO REFRIGERATING COMPANY – Denton, Texas

Vice President of Worldwide Sales and Marketing

A manufacturer of icemakers and industrial ice making equipment utilized in commercial, industrial, packaged ice and food process industries in the United States and International marketplace.

♦ Responsible for a sales volume of \$28+ million with 40 Direct and Indirect Sales representatives at multiple plant locations

Accomplishment:

Successful integration of a Merger and Acquisition, doubling the size of the company

NOV 1995 – SEP 1999

G.W. TAYLOR TANK COMPANY – Gunter, Texas

President, General Manager, April 1996 – September 1999 *Director of Sales, Marketing*, November 1995 – April 1996

A manufacturer of ASME pressure vessels utilized in the petroleum, chemical, air gas, food processing and smelting industries.

♦ Grew the regional company operations to include Canada, Mexico, South America and Saudi Arabia

Accomplishment:

Spearheaded revenue increase from \$1.8 million to \$4.3 million by implementing new marketing strategies identifying 25,000 new potential customers by implementing automated marketing systems

AUG 1994 – NOV 1995

FMC Corporation – Tupelo, Mississippi

Product Manager

A Conveyor equipment manufacturer selling to the mining, food, poultry, chemical and pharmaceutical industries.

♦ Established a SIC Code system to identify potential customers; enhanced the potential sale of the existing entity

Accomplishment:

Linked the field sales force to electronic research identifying prospects within their territory resulting in increased revenues from \$38 Million to \$42 Million maintaining high gross profit margins

FEB 1989 – AUG 1994

INDUSTRIAL BEARINGS AND COMPONENTS – Largo, Florida

President

♦ Increased sales by 68% and inventory to 12+ rotation by initiating computerized controls, Generated a positive cash flow

Accomplishment:

Expanded existing 5 product lines to 121 providing market diversification eliminating soft market impact

MAY 1984 – FEB 1989

FEDERAL – MOGUL Corporation – Southfield, Michigan

General Industrial Sales Manager, Component Group, March 1986 – February 1989

Regional Sales Manager, Ball and Roller Bearing Group, May 1984 – March 1986

Accomplishment:

Directed 12 member Sales Team in generating \$153 million in annual revenue; recognized as Top Region

FEB 1977 – MAY 1984

FAFNIR BEARING COMPANY (a division of Textron Industries) – Milwaukee, Wisconsin

District Manager, January 1981 – May 1984

Sales Engineer, February 1977 – January 1981

Accomplishment:

Grew Major Account sales from \$875,000 to \$2.5 million; won contracts over 7 competitors through package pricing

1973 – 1977

CATERPILLAR TRACTOR Company – Mossville, Illinois

Manufacturing Supervisor, Plant Operations Trainee, Summer Training Program