

# RICHARD KIRK

## VICE PRESIDENT OF SALES AND OPERATIONS

Dynamic senior executive with extensive experience leading business/sales operations for multimillion-dollar industrial manufacturing and distribution firms, driving consistent profits through leveraging strategic relationships with excellent negotiation skills to aggressively penetrate and expand key markets. Successful at realigning and turning around underperforming organizations to consistently achieve profitable growth across national markets. Highly effective at developing and leading high-performance teams in rolling out innovative products while competitively positioning firms for market dominance.

### CORE LEADERSHIP COMPETENCIES

Operations & Sales Management	Leveraging Strategic Alliances	Team Leadership & Collaboration
Business Turnarounds & Restructurings	Market Development & Penetration	Strategic Planning & Execution
Product Development & Innovation	Process Improvements	Competitive Product Positioning

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### PROFESSIONAL EXPERIENCE

#### ABC CORPORATION

2001 – Present

#### VP of Sales & Operations (2002 – Present)

*Multimillion-dollar manufacturer/distributor of industrial minerals and abrasives, blasting equipment, and related materials and services.*

Promoted to lead all aspects of operations and sales for the east coast division with accountability for P&L, strategic direction & vision, customer/employee relations, new business development, competitive product positioning, contract negotiations, product quality, and financial/budget management. Manage and train 16 direct and indirect reports.

Develop and implement long-term business strategies Fortune 500 companies worldwide. Establish and maintain key relationships with customers and suppliers to market and sell products to sub-distributors, thus widening customer base and penetrating new sales regions. Serves as a key member of four-person companywide executive team that has tripled sales in a seven-year period.

#### Selected Achievements

- Attained a \$3 million dollar sales growth with 40% profitability in five years by turning around and realigning a strategy to refocus sales efforts on more profitable markets.
- Led a 200% five-year sales increase adding an additional 40% growth within seven years.
- Secured a six-year pursuit and achieved a 30% reduction in operation cost by consolidating their blended and packaged product from five locations to AGSCO New Jersey.
- Generated the highest level of sales in firm's history by leading NJ and IL facilities in selling and packaging a specialized road surface aggregate product for a large client supporting work.
- Won sole source contract to develop and implement a solution with the Port Authority to protect suspension cables on the upper level of Bridge post 9/11 terrorist attack.
- Boosted sales by successfully promoting new product materials and packaging models to a key customer that would differentiate them from their competitors.
- Increased product quality and performance by establishing and maintaining an ISO 90001-2008 Quality Assurance program .
- Successfully turned around and negotiated a deal to continue supplying garnet products despite threats of finding a new supply source.
- Achieved a 100% market distribution by aggressively marketing and selling name-brand industrial products across the Metro region
- Sustained future business growth for AGSCO by recommending to a E.I. DuPont different sourcing options to ensure consistent delivery of product despite changes in market/economic forces.

#### Operations Manager (2001 – 2002)

Selected from outside the industry to turn around and manage operations supporting a \$1+ million domestic and international manufacturer and distributor of industrial minerals, abrasives and blasting equipment products. Oversaw eight direct/indirect reports supporting process improvements, procurement/order management, inventory control, and plant operations. Reorganized CRM database for better customer follow-up.

**Selected Achievements**

- Generated \$100,000 in annual sales growth by aggressively identifying and securing a key customer account in the dental supply industry to package and supply pumice products.
- Attained a 50% reduction in error rates by restructuring purchasing and order entry/picking ticket processes to provide better tracking and management of procurement/order management functions.
- Maximized profitability by 20% within one year by upgrading and revamping manufacturing programs and technologies to deliver plant costs savings while avoiding price increases.
- Improved production throughput and cycle times by leading a project to successfully reorganize factory processes to maximize performance, quality, and profitability across operations.
- Successfully cut 15% in operating expenses garnered within eight months by streamlining and enhancing processes across production to cost-effectively deliver products to market.
- Produced a 75% increase in plant safety by redesigning processes and implementing OSHA safety and training programs that improved working conditions across plant operations.

**TOOL COMPANY, INC.****1980 – 2001****Regional Sales Manager**

*Leading distributor of fasteners for the industrial and commercial markets.*

Led outside sales operations for a large market region with up to seven sales representatives. Accountable for strategic sales planning and execution, new business/territory development, account management, B2B customer relations, sales processes, brand management, and sales campaigns.

**Selected Achievements**

- Generated \$4 million in sales growth by implementing go-to-market strategies to aggressively identify, target, and penetrate key markets.
- Grew a packaging business that resulted in the purchase of four packaging machines, competitively positioning the firm to become a dominant market force in the packaging of fasteners.
- Successfully captured 300% in new market growth by building and expanding an in-house poly bag packaging operation from the ground floor.
- Delivered strong revenue growth by establishing and managing key B2B relationships to successfully secure the wood furniture market.
- Developed the windows market despite opposition from senior management.

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**EDUCATION**

- **M.A. in Psychology**
- **B.A. in Social Sciences**

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**PROFESSIONAL MEMBERSHIPS**

- **Memberships:** International Concrete Repair Institute / National Plasterers Conference