

GARY M. DENOMME

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SUMMARY

A driven and goal-oriented sales executive with multi-industry experience, specializing in business development, account/portfolio management, strategic planning, stakeholder relations, marketing, research and analytics, project management, and product development. A proven track record of contributing to the achievement of corporate goals and objectives regarding financial growth, client acquisition, and market competitiveness. Excels at growing existing business and establishing new opportunities by utilizing sales, communication, and leadership competencies. A committed and accomplished leader who applies keen experience to exceed objectives and foster sustained growth.

EXPERIENCE

DCI ARTFORM (MARMON/BERKSHIRE HATHAWAY), Milwaukee, Wisconsin

Director, New Business Development, 2018

Developed new automotive accounts, growing transportation segment incrementally and organically while regaining previously terminated accounts as part of 80/20 implementation. Defined required product offerings for digital, graphic, and fixture solutions. Generated comprehensive business plan allowing for revenue growth and industry expansion.

- Strengthened Volkswagen alliance and enabled per annum incremental growth of \$2,250,000.
- Recruited three new clients in adjacent industries within corporate core competencies.

ITW/HOBART SERVICE, Troy, Ohio

National Account Manager, 2012-2018

Oversaw revenue growth of all full-menu and airline catering key accounts through development of strategic alliances and new products. Maintained direct sales responsibilities for Darden, Ruby Tuesday, Applebee's, Cracker Barrel, Bloomin Brands, Panera Bread, Texas Road House, Auntie Anne's, LSG, and Gate Group. Established new accounts with Starwood Hotels and Suites, Vitamix, and Craftworks.

- Generated data analytics and defined service offerings and value proposition to convert time and material service to contract offerings, resulting higher margins through efficiencies and increased revenue.
- Increased revenue for multiple accounts over two- to three-year span, including Darden (\$400,000), LSG (\$300,000), and Gate Gourmet (\$540,000). Improved Cracker Barrel spend by \$828,000.
- Secured Ruby Tuesday hot side service agreement totaling \$3,900,000 over 14-month period.
- Exceeded AOP revenue initiative for four consecutive years.

THR & ASSOCIATES, Springfield, Illinois

Vice President, 2010-2012

Conceptualized and developed tool and equipment division. Established partnerships with key clients. Oversaw P&L, product procurement, and establishing sales channel. Developed and expanded corporate retail divisions. Maintained P&L, product procurement, POS, personnel, and training responsibilities. Established and implemented unique business model for tool and equipment and retail divisions. Formed partnerships with Ford, GM, Chrysler, Penske, AMSI, SPX, and Snap-on.

- Established retail brick and mortar facilities from concept through completion.
- Initiated unique retail concept and customer experience.

SNAP-ON BUSINESS SOLUTIONS, Richfield, Ohio
Ford Global Account Manager, 2009-2010

Facilitated global sales of OEM electronic parts catalogs and diagnostic equipment. Generated and maintained yearly account revenues of approximately \$20,000,000. Established global opportunities for products and services. Developed business and strategic plans detailing goals, strategies, and tactics. Provided client solutions through coordination of management, engineering, and finance. Developed product specifications to meet clients' objectives. Coordinated product requirements with hardware and software engineering teams. Negotiated various corporate contracts. Developed and introduced audio tester into new markets.

- Played key role in deployment of electronic parts catalog for FordParts.com.
- Improved corporate relations within various accounts.

NU-DI CORPORATION, Cleveland, Ohio
Vice President of Sales, 1999-2009

Oversaw business development, sales, and marketing for tier one and OEM tool and equipment programs. Established capabilities to enable development of mid-level complexity products. Increased customer base and expanded product offerings. Performed account and project management functions for high-profile clients and projects. Assisted engineering in design and development of automotive diagnostic products. Guided engineering design reviews for new products. Led coordination of FCC and CE certifications. Established end-of-line test procedures and specifications. Produced technical documentation for product patents. Conceptualized number of new products. Secured new clients and business within Ford, Chrysler, Honda, SPX, and Snap-on.

- Grew sales and revenues on continuing basis.
- Listed on two patents.

HICKOK INC., Cleveland, Ohio
Vice President Sales and Marketing, 1987-1999.

Oversaw sales/marketing and P&L for \$16,500,000 in yearly sales revenue. Increased revenues and met corporate goals and objectives. Led domestic and international business relating to sales, marketing, promotions and coordination of automotive product line, and other non-related products and services. Established comprehensive strategic plans and forecasting procedures. Negotiated corporate contracts and agreements with Ford, Mazda, Honda, and other Automotive OEMs. Established division in Michigan and managed staff of 75-plus contract employees providing hardware, software, diagnostic, and systems engineering services. Developed new business opportunities in Europe, Pacific Rim, and South America.

ADDITIONAL EXPERIENCE

LORAIN COUNTY COMMUNITY COLLEGE, **Electronic Technology Instructor (Part-Time)**, 1986-1987.
Instructed lectures and labs.

LORAIN COUNTY VOCATIONAL SCHOOL, **Industrial Electronics Instructor (Part-Time)**. 1985-1988.
Developed custom classes for new curriculums. Instructed lectures and labs.

EDUCATION

CLEVELAND STATE UNIVERSITY, Cleveland, Ohio, **B.S., Electronic Engineering Technology**