

THOMAS HARTNETT

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SENIOR EXECUTIVE

Sales Management ▪ P&L Responsibility ▪ Business Development ▪ Profit Retention

Visionary and highly versatile, with demonstrated leadership in challenging situations requiring decisive action to increase revenue streams and retain key partnerships. Solid ability to interpret both market and production trends to achieve efficient resource utilization. *Core professional expertise includes:*

- *Strategic Planning*
- *Sales Management*
- *Startup Situations*
- *Joint Ventures*
- *Strategic Relationships*
- *Product Development*
- *Contract Negotiations*
- *Human Resource Oversight*
- *P&L Responsibility*

Offer fluency in market research, sales management, team motivation, new product launch projects, and incentive programs. Influential resource skilled in driving execution of marketing concepts and building long-term sales strategies based on corporate goals. Able to travel and/or relocate.

CAREER & PERFORMANCE SUMMARY

INNPACK, LLC, Memphis, TN

2004—Present

President / Vice-President of Sales

Oversee sales, human resources, sales management, profit and loss, capital expenses, operations management, budgeting, and product development at major supplier of textile bags. Supervise four direct and 23 indirect reports tasked with national accounts, customer service, office administration, and operations. Monitor inventory turns and seasonal usage in response to foreign supply issues.

- Turned around division originally slated for closure, **negotiating buyout to facilitate 16% annual growth and \$1M revenue increase**. Brokered sale of inventory, equipment, and records, and moved company from asset purchase to operating entity within two weeks of purchase.
- **Secured \$1.2M in additional business with development of custom application** to handle unique packaging requirements for major customer.
- **Negotiated 10% premium savings** with new post-startup insurance policy agreement.

CADY INDUSTRIES, Pearson, GA

2001—2004

Vice President of Sales & Marketing

Handled executive team member duties, sales budgeting, forecasting, new product development, and sales management, as well as supervision of two warehouses and staff of 16, at textile and packaging company. Conducted new product planning sessions with sales, operations, and finance representatives. Set strategy and goals for all sales and marketing activities, including pricing functions.

- **Retained staff and facilitated new business worth more than \$500K** through one-on-one consultation with sales representative after spearheading changes in compensation plan.

CADY INDUSTRIES - Continued

- **Achieved \$1M in new business** by collaborating with engineering to resolve product change issues at major account.
- **Retained market share with newly designed product** through analysis of competition and production costs.

ENERCHEM, INC., El Cajon, CA

1992—2001

President

Administered operations, contract negotiations, business development, partnerships, joint ventures, and sales/marketing at marketer of inorganic chemicals. Collaborated with partners and toll processors on production matters.

- **Increased sales by 100% within single year to \$1M with \$500K in profit** by formalizing legal partnership. Avoided potential waste of recycled materials used in resale by defining partner roles.
- **Grew profits by 400% to \$250K** through development of partnership to recycle magnesium oxide.
- **Preserved \$750M annual power plant contract**, leading effort to halt unsatisfactory fuel additive production. Established favorable terms with new contractor, negotiating open facility access in addition to product criteria, specifications, and handling.

NICOLON CORPORATION, Norcross, GA

1984—1992

Market Research and Development, 1990—1992

Directed research of new market opportunities and analysis of profit for new products. Generated, evaluated, and developed new products and markets.

- **Identified underserved \$10M civilian replacement market** for recent acquisition producing aircraft windows and canopies. Facilitated shift in focus from military market to civilian needs for similar aircraft.
- **Built customer loyalty at \$500K account, saving \$50K in production costs within single day** by assisting manufacturer in trimming material for swimming pool covers.

Market Manager, 1984—1990

Administered all facets of sales, inventory control, and product development.

- **Attained \$2.5M annual revenue, increasing sales from \$100K within 18-month period** by working with corporate product users to identify follow-up requirements and service gaps. **Attained 90% market share to release 10-year stronghold from major competitor.**

EDUCATION & CREDENTIALS

Bachelor of Science in Psychology

LAFAYETTE COLLEGE, Easton, PA

Master of Business Administration (MBA) in Finance

MERCER UNIVERSITY – STETSON SCHOOL OF BUSINESS, Atlanta, GA

PROFESSIONAL AFFILIATION

Member, Textile Bag and Packaging Association