

Enock Kwame, MBA

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INDUSTRIAL SALES MANAGER

Excellence in leading multifunctional production and sales teams to advance market share and increase profits

Proven global sales and marketing executive with a track record of superior results across Fortune 500 and private equity companies. Strength in growing companies through analyzing voice of customer (VOC), constructing profitable growth strategies, driving execution planning, and building results-driven teams.

Known for developing, implementing, and managing start-up initiatives that create incremental growth across industries and channels. Well versed in change management, strategy/policy deployment, and process development.

Representative Successes:

- ✓ Increased inventory, improved on-time delivery, and regained customers' confidence by creating and implementing a "rapid response" pilot program.
- ✓ Collaborated with engineers to incorporate industry intelligence into improving an existing product for fleet vehicles in the Compressed Natural Gas market and win a \$2M account.
- ✓ Created a tiered distribution model that resolved systemic problems with late deliveries and addressed a lack of competitiveness in the market.
- ✓ Improved EBITDA 6% in just three months through a series of strategic changes that improved the organization's position in a declining market.
- ✓ Received one of 15 "Circle of Champions" awards—presented to the company's top .2% in 2015.

Professional Experience

INDUSTRIAL SOLUTIONS, Fort Myers, FL

2016

A \$450M company serving industrial and commercial markets, IS was sold to Growth Capital Partners in 2016.

Vice President, Sales

Recruited to prepare and position the Pump/Motor/Controls Group for initial sale including evaluating existing sales teams of two companies and positioning companies to increase EBITDA.

- Increased EBITDA 6% by implementing strategic staffing and procedural changes throughout organization.
- Wrote sales plans for two companies to reduce vulnerability in a declining market.
- Structured sales force—including hiring new staff and repositioning existing staff—for two companies.

BREAKER INDUSTRIES, Milwaukee, WI

2013-2015

Designer/manufacturer/marketer of process and motion control products, power transmission, and water management products.

Global Strategic Account Manager

Tapped to regain Breaker's market share by working directly with the largest OEM accounts in the Oil & Gas industry—including Cameron, AG Equipment, SEC, CDM, Valerus, and USA Compression—to strategically rebuild relationships with key executives and stakeholders.

- Awarded Breaker's highest recognition: "Circle of Champions," by finishing year at 118.9% to plan.
- Captured \$1M+ in market share from competition by developing and reestablishing relationships and driving product specifications with a newly engineered product.

REESE PARKER INDUSTRIES, Fort Worth, TX

2010-2013

*Fortune 500 manufacturer of Teflon fluoropolymer stainless steel braided hose and fittings.***Sales Manager**

Developed new products that captured additional market share by conducting competitor and market analyses. Led two sales directors in calling on distribution and OEM accounts.

- **Grew sales 37%+** in just nine months by developing a rapid-response pilot plan to address lost market share due to inventory shortages and delivery performance issues after acquiring Page International.
- **Increased business \$1.6M** by capitalizing on extensive industry knowledge and relationships to bring multiple key accounts on board, utilizing a competitive pricing strategy and a new distribution channel.
- **Generated \$600k in sales** in Compressed Natural Gas (CNG) market for fleet vehicles by collaborating with engineers to refine an existing product.
- **Propelled sales** to achieve growth in Niche Engineered Product Line by creating and delivering comprehensive education programs to educate outside sales force.

LEADING AEROSPACE, Brecksville, OH

2009-2010

*\$4M manufacturer of temperature thermocouples for the aerospace industry.***Sales and Marketing Consultant**

Developed a roadmap for the company to secure its place in the market.

- **Created company's first sales and marketing plan** to build sales through OEM and distribution channels to reduce vulnerability. Collaborated with website developer to create a robust and fully functional website.
- **Established multiple distribution channels**, which further reduced vulnerability.

FLEX CORPORATION (Division of Smiths Group PLC), Springfield, MA

1992-2008

*Teflon/fluoropolymer hose manufacturer.***Senior Sales Manager**

Managed U.S. market distribution and OEM segments of the \$18.6M market for Teflon stainless steel braided industrial and aerospace hose products. Penetrated new markets including military ground support, Swagelok, compressed natural gas, and medical. Provided leadership for four regional sales managers, three inside sales representatives, and six manufacturing representatives in four states.

- **Grew business 15%+** per year and fueled **21%+** increase in annual divisional sales and **12%** increase in net income by consolidating distribution process and developing a tiered distribution model.
- **Secured and administered** military ground support contracts on Humvee, Stryker, Abrams Tank, Future Combat Systems Vehicle, and gun turret of 105-caliber gun defense program by collaborating with the military to create and refine custom prototypes.
- **Managed special projects** and programs for Boeing, Lockheed Martin, and General Dynamics by creating prototypes that addressed each company's needs more effectively than the competition.
- **Won awards** for team and company leadership in 1997, 1998, 1999, 2000, 2003, 2004, and 2005.

Education**CLEVELAND STATE UNIVERSITY****Master of Business Administration (MBA)****OHIO STATE UNIVERSITY****Bachelor of Business Administration (BA)**