

JEROME A. CALLAGHAN

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PROFILE

Sales & Marketing Executive with extensive, diversified and accountable experience. A consistent producer with a documented record of leadership and profit / revenue growth in highly competitive and diverse markets, coupled with expertise in building and managing key client relationships, working cohesively with C-level decision makers in matrix organizations, training and coaching sales staff, strategic planning, P&L management, new business development, contract negotiations and market forecasting, seeks a position that fully capitalizes on my experience and skills while providing further career growth and advancement potential as merited.

ATTRIBUTES

- DEMONSTRATED SALES AND MANAGEMENT EXCELLENCE
- EFFECTIVE COMMUNICATOR (oral and written)
- CONSISTENT PRODUCER / QUICK TO LEARN
- ORGANIZED PLANNER / DECISION-MAKER
- MULTI-TASKING LEADER / TRAINER
- INTERACT PROFESSIONALLY AT ALL LEVELS

PROFESSIONAL BUSINESS EXPERIENCE

LINDE, LLC, Bridgewater, NJ 2012 to Present

Midwest Onsite Business Development Manager (2014-Present)

Direct a \$35MM portfolio of on-site and tonnage business for this leading provider of industrial gases, engineering and technology services with \$20 billion in annual revenue.

- Consistently finished 2014-2016 well ahead of GP target.
- Identified and implemented various GAP projects to increase area profitability.
- Signed largest new technology agreement in 2016, 1st of its kind to be installed in North America.
- Successfully secured > \$15MM in new CAPEX for investment of plants and assets.

Midwest Senior Account Executive / National Accounts Manager (2012-2014)

Managed a \$25MM territory of existing business and developed new accounts in the Midwest region. Provided total support and sales to small and mid-sized national accounts selling nitrogen and oxygen to a cross-section of industry including electronics, food, chemical and manufacturing.

- Earned **Top Sales Executive Award** for the Midwest, 2013.
- Ranked #2 of 42 Account Managers for new business signings, 2013.
- Maximized the sales incentive plan for 2012 and 2013 in GP target.
- Assisted in training and mentoring new account managers with Linde sales process.

MORGAN STANLEY, Barrington, IL 2010 to 2012

Financial Advisor

Financial Advisor managing client portfolios, seminars, risk management and business development.

- Educated area community thru financial planning seminars and business development programs.
- Developed risk tolerances for clients and appropriate investments accordingly.
- Successfully managed client assets during Financial Crisis.

EDWARD JONES, Lake Zurich, IL 2006 to 2010

Financial Advisor

Financial Advisor managing local branch office, selling securities & providing investment services to clients.

- Mentored and trained new financial advisors in Edward Jones field programs.
- Awarded Limited Partnership.
- Top performing financial advisor in asset growth and branch P&L performance.

CONTINUED...

AIR PRODUCTS AND CHEMICALS, INC., Allentown, PA

1994 to 2006

I was initially recruited by this \$15 billion dollar "Fortune 500" provider of industrial gases and chemicals as a Senior Account Representative. As a result of consistent top sales performance, I subsequently earned four promotions with added responsibilities to my final position.

Senior Account Executive - GENERAL INDUSTRIES DIVISION (11/03-02/06)

Selected by management to rebuild lackluster sales in the northern Illinois region and to develop and manage key accounts. Aggressively penetrated multiple markets (Food, Medical, Plastics, Steel, etc.) to develop new business, generate sales, manage new accounts and produce profitable growth throughout the region. During my tenure, I developed and implemented "DP Strategy" to exceed profit plan in FY 2006, produced successful Market Share Study Reports for management, and created a database model for the regional market share strategy program.

- Consistently exceeded GP goals for 2004 & 2005 for new business, and 250% for renewal business.
- Recipient of deferred stock award in 1999, 2001, 2003 and 2004 for top sales production.
- Successfully implemented the "Proximity Project" to maximize business around assets.

Area Account Executive - ELECTRONICS DIVISION (2000-2003)

Directed the turnaround, development and restoration of market presence targeting the silicon and compound semiconductor industry in a large Midwest region. Managed new business development, sales, account management and sustained growth of VLSI grade specialty gases, chemicals and onsite turnkey plant construction. Developed major accounts that included Intel, Motorola, Samsung, Texas Instruments, etc. Successfully developed and executed "Value Audits" in lieu of price concessions and generated over \$4MM in prospects thru FY 2003.

- Billed \$1.7MM+ in new business in FY, 2002 & FY 2003 & maximized incentive plan accordingly.
- Recognized as the sole Account Manager in FY 2002 to sign new strategic offerings.
- Increased sales in FY 2001 by 10% in a depressed market climate.
- Earned recognition by the Vice President for new business awards and wallet share programs.

PROFESSIONAL BUSINESS EXPERIENCE WITH AIR PRODUCTS AND CHEMICALS (continued)**Area Sales Manager - PACKAGED GASES GROUP** (1999-2000)

Maintained P/L responsibility for a three-state Midwest territory and managed four additional sales regions and key accounts. Implemented a successful sales training program, a "New Hire" sales training program, introduced a Selling Skills program to increase closing ratios, and developed channel strategies to increase market penetration.

- Earned recognition as the Top District Manager in the region for gross profit increases over the prior year.
- Exceeded the area profitability target for FY 2000 by 60%, increasing year-on-year DP by 20%.
- Received the exclusive "APCI Stock Award" for two consecutive years.
- Appointed as *Key Account Manager* for high volume customers.

Senior Account Representative - PACKAGED GASES GROUP (1994-1999)

Assigned to a poorly producing territory in South Chicago to revitalize sales that had been deteriorating for more than three years. Aggressively reopened dormant accounts, recaptured accounts that had gone to competitors and successfully rebuilt the territory marketing high purity gases and process chemicals to a cross-section of industry.

- Doubled the territory sales volume in three years; exceeded sales targets for four consecutive years.
- Appointed as *Sales Trainer* for new hires as well as existing sales staff.
- Received the "APCI Stock Award" for three consecutive years.
- Nominated for the prestigious Career Sales Award by the Regional Manager in 1998.

EDUCATION

DePaul University, Chicago, IL
MBA Finance

Marquette University, Milwaukee, WI
BS Mechanical Engineering

PROFESSIONAL DEVELOPMENT

- SALES MANAGEMENT & TRAINING PROGRAM - AMA, Chicago, IL
- INTEGRATED CIRCUITS SHORT COURSE - Rochester Institute of Technology, Rochester, NY

PERSONAL

Knowledgeable...Results Minded...Focused...Producer...Resourceful...Professional...Analytical...Driven