

Education

New Mexico State University, Las Cruces, NM, 2008-2011

Bachelor of Creative Media in Digital Filmmaking
GPA: 3.731

Employment

Milwaukee Tool, January 7, 2019-present

- 2023-present, Strategic Account Manager – Industrial Channel, New Mexico
 - Develop and execute market plans to achieve growth and secure strong business relationships with strategic accounts
 - Support initiatives and uncover growth opportunities for Local, Regional, and National accounts
 - Create demand within Distribution, End Users, and Trade Organizations to further develop market
- 2021-2023, Key Account Manager - Grainger, Central U.S.
 - Lead a team across Central U.S. to research and uncover opportunities with Grainger accounts
 - Strategically plan and execute National, Regional, and Local initiatives to grow business within Grainger segments
 - Streamline communication process between Grainger, End Users, and Internal Departments
- 2019-2021, Jobsite Solutions Territory Manager - Electrical, Dallas/Fort Worth, TX
 - Generate demand with Electrical Users in the Region
 - Work with Field and Product Development teams on market research and forecast
 - Support Trade Organizations to ensure brand awareness for upcoming trade professionals
- 2019, Territory Representative - Industrial Channel, Dallas/Fort Worth, TX
 - Grow and develop National, Regional, and Local accounts with Mid-Year growth of 100%+
 - Increase Milwaukee market share by focusing on Plumbing, Electrical, HVAC and MRO trades
 - Work with Distributors to drive Milwaukee's brand awareness

Techtronic Industries North America, Inc., January 7, 2013-present

- 2019-present, Milwaukee Tool
- 2017-2019, Regional Manager, Northwest Texas/Oklahoma
- 2016-2017, Territory Manager, Northwest Texas/Oklahoma
- 2016-2019, Lead Recruiter at New Mexico State University and University of Oklahoma
- 2014-2016, Field Sales Representative, Leadership Development Program, Oklahoma City, OK
- 2013-2014, Field Sales Representative, Oklahoma City, OK

Knowledge and Skills

Languages

English
Russian

Certifications

OSHA 30 (United States Department of Labor, Occupational Safety and Health Administration)

Awards and Recognitions

Awards

Recipient of 2022 President's Club Award, Milwaukee Tool
Recipient of 2021 Culture Coin Award, Milwaukee Tool
Recipient of 2018 Circle of Excellence Award, Techtronic Industries North America, Inc.
Recipient of 2015 Circle of Excellence Award, Techtronic Industries North America, Inc.

Recognitions

Recipient of RedStorm 2022 Grand Prize
Recipient of 2021 Recognition, Independent Electrical Contractors of Fort Worth/Tarrant County, TX
Recipient of 2021 Recognition, Independent Electrical Contractors of Oklahoma City, OK