

Matthew Young, MBA

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Objective

Seeking national or global opportunity where leadership, strategic planning, organization, integrity, time management, networking, communication, enthusiasm, and business development attributes will be fully utilized and challenged.

Experience

Illinois Tool Works

2014-Present

Montgomeryville, PA

Regional Sales Manager for Eastern North America & Latin America
Epoxy & Cementitious Grout, Coatings, and Repair Compounds

- Managing, directing, and supporting distributors to focus on new business development
 - Product spotlight sales increase \$335,000: 2016 1Q equaled all 2015 product sales
 - \$690,000 estimated sales increase for 2016
 - Organic sales of \$415,000 in 2015
 - Increased 6 month 2014 sales \$624,000
 - 2016 10% of sales in Global business division
 - 2016 20% of sales in North American business division
- Repairing & developing new & old relationships with engineering, end users, & owners
- Contract Negotiation: new territories & territory re-alignment
 - New – Bolivia, Uruguay, Paraguay
 - Re-Alignment – Texas Marine, Georgia, Florida, New England, North Carolina, South Carolina Central America, & Caribbean
- Creating cross selling sales approach for business unit
- Data mining: sales, customer resources, technical resources, product comparison
- Establishing forecasting model from historical data for budgeting
- Provide financial analysis for short and long term forecasting
- Technical writing of case studies, trade magazines, & association articles
- Troubleshooting: product performance, customer issues, shipping, market penetration
- ITW Engineered Polymers Committee's (in addition to job expectations)
 - Soft product launch of Ducorit into North America
 - Website development
 - Technical data sheet & bulletin revision
 - Marketing segmentation for Oil & Gas market
 - Industrial grout team core market study
- 1 of 3 employees enrolled into ITWEP's mentor High Potential (HiPo) program
 - ITWEP marketing director
 - Female European approach and methodologies
- Educating & training of new applications engineer
- Executed first technical grouting seminar in 2016 for ITWEP
- Brand Management
 - Twitter Handle @ITWgrout / Brochures / Website / Media / Trade Shows

Sika Corporation

2006-2008 & 2008-2014

Lyndhurst, NJ

Chemical Admixture Sales for Concrete (Ready Mix, Precast, Drycast, Prestress)
North Carolina – South Carolina – Mississippi – Florida - Alabama

- Left with 512% sales growth for Carolina's
- Elevated average sales per plant 31%
- Educational seminars for engineers, architects, prospects, and customers
- Product placement within specifications, review, & revision

- Project management with cross selling opportunities in territory
- Execute concrete mix cost analysis while improving standards
- CRMCA – CEC Chapters & Technical Committee
- Troubleshooting and solving problems with customers and their products
- Started and developed new territory in Gulf Coast – AL FL MS, acquiring largest target customer in only three months
- Elected associate director chair – GSPCA

Sequatchie Concrete Service 2008
South Pittsburg, TN

Ready Mix Concrete and Concrete Block Sales
 Chattanooga, TN & North Georgia

- Developed customer database for area salesmen
- Initiated breakfast / lunch and learns campaign for current and target customers

Summer Internships
Rinker Materials – Jacksonville, FL 2005

- Operations – dispatch, scheduling, managing truck drivers & plant maintenance
- North Florida Division – 4 plants

Ready Mix USA – North Georgia 2004

- Quality control – Taught Georgia DOT certification class
- Developed standardization reports for division
- North Georgia Division – 5 plants

Certifications

Cornell University – Marketing Strategy for Business Leaders
 NRMCA – Concrete Specifications, Low Strength Problems, & Mixture Submittals
 ACI – Troubleshooting Concrete Construction
 City of Chattanooga – Outstanding Contributions Award

Education

High Point University 2009-2011
 High Point, NC – Masters of Business Administration

- Nominated by professors to represent MBA program for promotions
- Alumni profile written to be recognized as MBA success story

Middle Tennessee State University 2002-2006

Murfreesboro, TN – Bachelor of Science – Concrete Industry Management
 Business Administration – Minor & Environmental Sciences – Cognate

- Sigma Phi Epsilon Fraternity – Re-Elected President & Vice President

Other

- Spanish Speaking – ability and confidence in basic Spanish communication
 - 2-3 times per week with Rosetta Stone
 - 5 day, 25 Spanish speaking cultural emersion classes in Mexico
 - Don Quijote – Basic Spanish communication certification
- Volunteering
 - Above the rim basketball coach
 - Lawndale Baptist church
 - City of Greensboro kickball coach