



John Jones

123 Smith Street | Charlotte , NC  
[JJ@outlook.com](mailto:JJ@outlook.com) | 704-657-4321 (C)  
<https://www.linkedin.com/in/johnjones>

Award Winning | CEO | Chief Revenue Officer | President | GM

## HIGHLIGHTED SKILLS

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Visionary, Strategy, Execution & Leadership  
P/L & Performance Improvement  
International Sales & Marketing  
Mergers, Acquisitions & Divestitures  
Startup, Turnaround, Change  
Capitalization Strategies  
Due Diligence, Deal Structuring & Negotiations  
Financial & Legal Transactions

Purchasing & Negotiating Skills  
Risk Management & Inventory Control  
Cost Analysis, Reduction & Control  
Growth Management & Business Development  
Product Development & Rollout  
Quality & Continuous Improvement  
Investor, Analyst & Board Relations  
Executive Advisory & Decision Support

## EMPLOYMENT HISTORY

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**ABC Company** | Charlotte, NC

Nov 2000 - Present

*\$500M Privately Owned Manufacturing Business.*

### **President & North American Manager** (12/07-Present)

- Developed and implemented the "first" version of the Global Strategy
- Innovation focus to unleash entrepreneurial company spirit
- Cultural Internal Streamlining and cultural bridging between USA and Germany
- Winning execution in Sales with no nonsense approach to become Fast Growing Company
- Managing the structure of the complex product segmentation in a sales generating way
- 300% Sales Increase
- Profitable achieved in 2 years
- Local EBIT>6%
- Provided Leadership 500 employees

### **Chief Revenue Officer & Board Member** (10/13-3/17)

- Finished, refined and implemented Global Strategy in 37 companies & 30 countries
- Global Sales Growth 3.5+% higher compared to European competition.
- Average growth globally 7.5%
- Sales 2016 of \$600M
- EBIT>14%
- Provided Leadership to 1,000 employees

### **Managing Director**, Engineering Div. of Fluid Systems | Charlotte, NC (11/00 – 9/07)

- Developed and Implemented
- Team building between strongly cultural diverted countries
- Organizational Innovation (later copied as global standard) and special non-factory product development
- Organized & solved local cultural issues.
- EBIT > 5%
- Sales YOY Growth 10%
- Provided Leadership to 50 employees
- Stock turnover up to 6/yr



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**Smith Inc.** | Chicago, IL

Jan 1997 - Nov 2000

*Engineering, Production and Distribution of Process systems, Pneumatics and Hydraulic Power packs.*

#### **General Manager Sales and Marketing**

- Change and survival strategy after losing main distributor and management buyout
- Strong redesigned Sales management
- Profitable again after 1 1/2 years
- Provided leadership to 50 employees

**DFG** | Houston, TX

April 1993 - December 1996

*A \$220M+ Global Distributor of Technical Fasteners, Tools and Chemical Fastening Solutions.*

#### **Global Sales & Marketing Manager** (1/1993 – 12/1996)

- Global Sales of 220 Mill \$ & EBIT >15% with annual growth of more than 10 %
- Delivered Vision /Mission, Strategy, Operation and Tactics
- Achieved M&A targets

#### **National Sales Manager** (4/91 – 4/93)

Pure Sales Management roll in aggressive market of Fasteners. Sales team of 40 sales representatives.

#### **EDUCATION**

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M.B.A., International Global Business - 2006  
Norte Dame

Bachelors, International Business - 2004  
Marquette

Bachelors, Strategic Marketing - 1993  
Duke

#### **ADDITIONAL PRACTICAL SKILLS**

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- Sales Process Trainer (strategic sales & tactical closing).
- E-shop Channel development global platform.
- Bi-Lingual: Mandarin, English

#### **SERVICE**

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Foster Parent  
Compassion International Board Member  
Coach - Girls Soccer  
Coach - Football  
Sponsor – Charlotte Rescue Mission