

Howard Wille

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CORE COMPETENCIES

- Responsible for strategic sales growth; forming strong business relationships with key decision makers, generating new business, developing client relationships within the Commercial/Corporate, Mission Critical, and Industrial markets.
- Direct all Business Development and Sales regarding Design, Engineering, Project Management, and Commissioning to Owners, and General Contractors.
- Filling project sales pipeline to achieve company revenue and profit goals.
- Assess existing market conditions and research new market opportunities.
- Develop new business opportunities and leads through research and consistent client/partner interactions.
- Track company-wide business opportunity leads and champion lead follow-up.
- Foster existing and establishing new business partnerships and client relationships.
- Coordinate and participate in conventions, conferences, industry networking groups, and trade shows.
- Support proposal development by assisting with scope development, cost estimating and execution plan coordination.
- Follow up on submitted proposals and drive proposal award.
- Communicate client needs throughout all project lifecycle phases.
- Consistently track and monitor opportunities through the use of CRM platform.
- Strong working knowledge of P&L, proven and verifiable history of increasing revenue to meet Company goals and demonstrated track record of building new businesses by following all company policies and procedures.
- Comprehensive knowledge of commercial, industrial, mechanical, electrical, and technical components.
- Experience prospecting and selling highly technical mechanical solutions.
- Advanced knowledge of Microsoft Office and Salesforce.
- Extensive Leading, Coaching, Business Developing, Selling, Managing, Relationship and Partner marketing experience.

Education

Johns Hopkins University; MBA, Business

May 1999

University of Baltimore; Bachelor of Science, Business

July 1995

PROFESSIONAL EXPERIENCE

Shafer, Troxell & Howe (STH)

Business Development

Director

May 2020 to Present

- Responsible for five sales professionals who seek and maintain customer relationships.
- Increased market share and profitability within assigned region.
- Facilitate and support operations of the business with the Sr. Partner.
- Travel as needed both daily and overnight. Approximately 70%.
- Write and review all contracts greater than \$100,000.
- Strong conflict resolution and interpersonal skills with both internal and external customers.
- Able to meet fixed deadlines and manage under pressure.
- Experience working in a high-profile role with contact in operations, sales, and distribution personnel.
- Ability to manage multiple projects and assignments.

Merak North America

HVAC Rail Services Business

Development Director

October 2016 to May 2020

- Directly responsible for the promotion and sales of the Brake and HVAC rail Services Business.
- Emphasis on modernization, upgrade, overhaul, and repair projects.
- Manage sales, margin, and market share through established Business Development Campaigns.
- Responsible for the business units operating, planning, budgeting, and forecasting.
- Establish and maintain positive relationships with key customers.

Wolseley/Ferguson Engineered Products

Commercial Business

Operations/Development

Manager

April 2007 to October 2016

- Represented Wolseley Industrial and Ferguson Enterprises at industry association meetings and increased company revenue by reaching all sales goals and targets.
- Defined scopes and prepared quotes to customers from site visits, specifications, drawings, and customer input.
- In-depth knowledge of air compressors, centrifugal pumps (and accessories) and pumping electrical systems, rotating equipment including electronically controlled systems (VFD, Electric Motors, controllers, etc.).
- Ability to develop and deliver effective product presentations for all sizes of audiences for both internal and external customers.
- Acted as point of contact for clients regarding quotations based on architectural, mechanical, and commercial plumbing drawings.
- Provided estimates based on field measurements, parameters and mechanical room walk through.

Tyco Flow Control

February 2001 – April 2007

Service (Sales) Engineer

- Provided detailed analysis, reports and solutions for multiple vibration and mechanical issues to maintain plant reliability.
- Communicated with plant operations on health of equipment.
- Performed training classes for plant personnel on flow and vibration analysis, equipment, and procedures.
- Researched, purchased, installed, maintained, upgraded, and managed equipment packages.

Voith Turbo Machinery

December 1995– February 2001

Sales Engineer

- Specialized in selling service for fluid couplings in Fossil and Nuclear Power plants, oil and gas refineries and steel mills.
- Sold service/maintenance contracts on major plant equipment; ○ Pumps, ○ Valves, ○ Fans, ○ Coal Crushers, ○ Air compressors, ○ Coal Belts, ○ Reactor Coiling Pumps, ○ Steam powered boiler feed pumps.