

City Council Vacancy Application: Submission #10

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Date of Application:

{Empty}

Your Name: _____

Last Name

Winter

First Name

Martin

Middle Name

Robert

Address: _____

Number and Street

843 Perrine Court

Apt. Number

{Empty}

City

Marco Island

State

FL

Zip

34145

Phone Numbers: _____

Home

636 536 9876

Cell

7087014061

Business

Marcofun

Email Address

martinwinter63@aol.com

Organization

City Council

Background

How long have you been a resident on Marco Island?

10-15 Years

Are you a qualified elector of the City?

Yes

Have you previously served on the City Council for more than eight [8] years?

No

Have you ever been convicted or found guilty of a criminal offense (any level felony or first degree misdemeanor only)?

No

Would you (or any organizations with which you are affiliated) potentially benefit on a personal level from decisions or recommendations made by this board?

No

Do you currently hold public office?

No

Do you now serve, or have you ever served on a Collier County or City of Marco Island board or committee?

Yes

Qualifications

Please list your community activities and positions held (Example: Civic clubs, neighborhood associations, etc.):

Have served on the waterways committee since 2020 and more recently became Chair of waterways Was an active member of the Sami (Sailing Association of Marco island)unfortunately the club closed in 2022

Volunteered in a minor capacity at the Food Pantry due mainly to my wife's involvement when we first moved to the Island. I was actively involved in Scouts when I lived in the Mid West before moving to the USA in 1999 I was on the school board for the Hiltingbury infants school (5-11years)

Why do you want to serve on the City Council?

- I have a clear passion for improving the Island as the City reaches build out. My experience on the waterways committee puts me a unique position to effectively and economically address the Waterways challenges before us. Many candidates ran on this issue I feel I can add significant value to help those candidates. I also believe I can help unify the island residents, owners and stakeholders.

What issues do you think should be addressed by the City Council?

- Waterways are most probably top of mind for many residents as this has clearly been tag line fore ALL the newly elected council members. We are also lucky to have unique wildlife on the Island that we must continue to protect by conservation. Some of the issues and frustrations from residents comes from mis-information and a regular publication for the city would help unite the island (one source of truth)to much Social media gossip, The public interface of the city administration need to be more customer friendly and efficient Hot topic issues need to be much more clearly communicated to residents

Resume

[MartinWinter_Resume2pg.docx](#)

Martin R. Winter

Martinwinter63@aol.com

636 536 9876

PROFILE

Results Driven Global Account Executive with 20 years diversified domestic and global business development success in multiple technology industries including semiconductors, industrial IT, and cable. Proven track record as a top producer, and demonstrated ability to successfully market any product or service.

PROFESSIONAL EXPERIENCE

Panduit Tinley Park, IL **2014-2016**

North America SNR Manager Industrial

Due to my early success running the System Integrator program I was promoted to the Manager for Industrial products across the Americas region with double digit sales revenue growth both years. I also have responsibility for the Rockwell automation channel setting strategy and providing support for the Alliance team.

- Collaborated on Strategy for Rockwell and interfaced to Cisco partners.
- Developed pricing structure for System Integrator's on a national level
- Supported the Enterprise BU in establishing partnerships with IT system integrators. Including WWT, Di Data and other large multi nationals.

Phoenix Contact St. Louis, MO

2014 2016

Regional Sales Manager

During my time at Phoenix contact I had regional responsibility for a sales number to develop Small medium and large account. My experience and focus lead me to focus on the larger opportunities developing the BNSF rail account from 67k to 1.1 Million dollars this was achieved by working with at Surge protection BU and providing a total solution to all there signaling huts in the USA.

- Collaborated with the BU to develop dedicated solution for BNSF
- Worked with the control panel builders to provide BNSF with a complete solution

BELDEN- St. Louis, MO

2011-2014

North America Global Executive Account Lead

Due to the success with initial GE Account, responsibility was increased to include Emerson Electric and Petrobras in Latin America. In addition to these key accounts, continual communications with product line and business development managers allowed for a stronger definition of PT&D development in North American Utilities. The communication created a focus on branded products into GE Digital Energy generating multiple millions in revenue from 1M to over 4M in 3 years.

- Collaborated on Strategy for major providers in PT&D space
- Developed pricing structure for Petrobras via the system integrator model
- Further developed branded product strategy at GE Digital Energy
- Collaborated with GE Markham and Bilbo locations on Embedded solutions

Global Account Executive, General Electric

Executive leader for all account strategy across multiple Business units of GE. Collaborated with Sales VPs across geographies using direct reports and a matrix sales organization to execute and drive substantial revenue growth.

Revenue growth in excess of 24% in only 18 months.

- Grew revenue regionally as well as across business units approximately 58% from \$19M to \$30M in 24 months.
- Built out the first Global account strategy that became the standard document for all global accounts
- Developed a branded product strategy to strengthen the significance and partnership between Belden and GE
- Negotiated first Global contract with GE including terms, conditions, and pricing
- Presented at GE Eastern European vendor conference Leadership Group

- Implemented CRM tools for global accounts

FAIRCHILD SEMICONDUCTOR- San Jose, CA

2005-2011

Director of Global Accounts, General Electric & Emerson Electric

Initially targeted key divisions, business units, and projects to establish significance within these two critical accounts. Responsible for all aspects of sales to GE and Emerson including negotiation of Global pricing both on a direct and distribution basis.

- Revenue growth from \$3M to \$12M over 5 year tenure
- Negotiated global pricing structure with annual rebate to improve revenues
- Responsible for specifying the first semiconductor product to GE washer
- Recruited 3+ sales and application engineers to staff the account teams
- Successfully coached several junior team members to new roles within the organization

ANALOG DEVICES INC.- Norwood, MA

1989-2004

Global Account Manager, Emerson Electric

Responsible for selling first variable speed DSP solution to Emerson Electrics Motors group. This strategic win led to execution of a negotiated 5 year contract across all divisions.

- Grew sales revenue from \$3M to \$20M as individual contributor over five years
- Executed first global distribution strategy with Analog's major distribution partners
- Secured first DSP based variable speed motor control in Servo drive application
- Presented at Emerson Global technology event to senior engineering teams

Southwest Regional Sales Manager

Responsible for three sales engineers and the Major Industrial accounts. Developed individual growth plans for sales engineers.

- Secured first global design for Nokia Mobile with Power control device generating \$1M+ in Global revenues
- All three of my sales team exceed revenue targets by 40% netting additional \$1.2M in territory revenues

Sales Engineer

Joined Analog devices as junior sales Engineer covering the smaller accounts in the South West Territory had responsibility for growing the existing accounts and bringing new accounts on board Working with the distributor's in the territory to support them with product training and joint sales calls.

- Doubled the sales revenue in 18 months for Top 10 accounts
- Developed first design registration program for distributor channel and provided additional margin points
- Set up first distribution new product monthly news bulletin to focus on new products.

EDUCATION

Washington University, St. Louis, MO

2008

Executive MBA, Olin Business School

Ranked #2 Globally by Wall Street Journal

Southampton Solent University, Southampton, England

1988

Electrical & Electronic Engineering Degree

Institute of Electronic Engineers (IEE) Accreditation

Certificate of Marketing

ACTIVITIES, ASSOCIATIONS, INTERESTS

- Participated in St. Louis Habitat for Humanity as House foreman for two houses
- Board member for Chesterfield Falcons Hockey promoting High school club Hockey

- Supported the formation of Marquette Lacrosse Club
- Keen interest in Sailing, Accredited RYA certificates