

Laura Litzan

Subject: FW: Form submission from: Online Advisory Board Application
Attachments: martinwinter_resume2pg.docx

From: City of Marco Island Florida via City of Marco Island Florida <wadministration@cityofmarcoisland.com>
Sent: Monday, April 20, 2020 6:22 PM
To: Laura Litzan <llitzan@cityofmarcoisland.com>
Subject: Form submission from: Online Advisory Board Application

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Submitted on Monday, April 20, 2020 - 6:21pm

Submitted by anonymous user: 98.208.177.154

Submitted values are:

Date of Application: Mon, 04/20/2020
Your Name:
Last Name Winter
First Name Martin
Middle Name R
Address:
Number and Street 843 Perrine Court
Apt. Number
City MARCO ISLAND
State Florida
Zip 34145
Phone Numbers:
Home 636 536 9876
Cell 708 701 4061
Business 708 701 4061
Email Address martinwinter63@aol.com
Board or Committee Waterways Committee

Background

How long have you lived on Marco Island? 3-4 Years

Are you a year-round resident?

Have you ever been convicted or found guilty of a criminal offense (any level felony or first degree misdemeanor only)?
No

Would you and/or any organizations with which you are affiliated benefit from decisions or recommendations made by this advisory 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? No

Qualifications

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

Currently I am actively involved in the Sailing Association of Marco Island this is a small sailing club that has just recently celebrated its 5th year over the years the membership has fluctuated but under the new leadership team we are expanding the activities and aligning with other local sailing clubs .I am also involved with the Marco Island DAILY BREAD food pantry this is mainly due to my wifes more regular involvement but enjoy participating in a worthy cause .

Experience/Background:

I have been in sales management roles for well over thirty years and worked in various positions companies and geographical locations so I would say I have true International experience I have sat on the school board of governers for some UK schools and also been involved in youth hockey programs and boy scouts here in the USA

Education:

I have a degree in electrical and electronic engineering and a masters degree in business from Wash U. I have completed and taught several sales and business development courses

Resume [martinwinter_resume2pg.docx](#)

The results of this submission may be viewed at:

<https://www.cityofmarcoisland.com/node/1571/submission/2081>

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

