

MATTHEW P. MULLEN

N18 W29941 Crooked Creek Road
Pewaukee, Wisconsin 53072

Home: (262) 695-1690
Mobile: (414) 378-0848
Email: matthewm61@aol.com

EXECUTIVE WITH AN OUTSTANDING REPUTATION FOR INGENUITY, TEAMWORK, FOCUS, AND PRODUCTIVITY IN THE DISCIPLINES OF GENERAL OPERATIONS, MARKETING, AND SALES

- Instituted a global communication and reporting network designed to increase cooperation and exchange of information among direct reports and other important members of sales and operations teams
- Introduced a global account map to assist in formulating customer requirements, assigning resources, and capitalizing on strengths as well as communicating strategy and roles to senior executives
- Increased sales more than 31% annually for four consecutive years from 2003 through 2006
- Cultivated a diverse three distributor sales force while working as a Technical Sales Rep in the 1990's
- Proven negotiator with experience in multiple large multi-location and multi-national customers since 1998
- Earned President's Value Award in 2004 and 2005 for outstanding performance in leading his sales organization to unprecedented growth

ARTICULATE GOAL-ORIENTED PROJECT MANAGER EMPHASIZING BOTTOM LINE RESULTS THROUGH TEAMWORK

- Recognized as a leader and innovator of a multi-cultural international sales team that exceeded all expectations from 2003 through 2006
- Increased global sales by over \$1.5 million in first year of newly assigned product line in 2000
- Increased sales by more than \$1.1 million in 2001 while overseeing the reallocation of the manufacturing process to Asia
- Acquired the company's largest national account in 1999; capturing an estimated \$10 million in new sales
- Headed a multi-functional team to establish a definitive long-term pricing strategy and direction in a mature and complex multi-billion dollar market, reporting directly to the National Business Unit Manager in 1997
- Rated top 1% of peers in personnel appraisal throughout career

INNOVATOR WITH AN INTELLIGENT LONG-TERM CUSTOMER APPROACH INTEGRATING PRODUCTS WITH CREATIVE VALUE-ADDED SERVICES AND SOLUTIONS

- Developed a unique series of quality process seminars emphasizing brand differentiation to customers, distributors, and dealers as a Channel Manager and Territory Sales Rep in the 1990's
- Recognized as a leader who works to develop a faithful partner relationship and is respected by peers, subordinates, customers, and senior management alike
- Proven negotiator with new product introduction and new technologies

REPUTATION FOR TOP ACHIEVEMENT AND PROVEN HISTORY OF SUCCESS

- Set the pace within sales organization by attaining 135% of sales goal in FY 2004 and 158% in FY 2006
- Attained three year member of "Legion of Excellence" status from 2004 through 2006
- Exceeded sales goals virtually every year
- Achieved Top ranking in MBA class with a 4.0 GPA
- Noted for increasing market share within specific high profile customers

PROFESSIONAL EXPERIENCE

2000 - Present Brady Corporation

2002- GLOBAL STRATEGIC ACCOUNT SALES MANAGER, BRADY CORPORATION, MILWAUKEE, WISCONSIN

- Captained a worldwide team in the sale and design of mechanical adhesive die-cut parts into large multi-national mobile handset manufacturers and helped drive corporate global strategy of expansion over four continents
- Labeled as an excellent "solution-seller" by incorporating innovation in the design and production stages of product development

- Led peers by consistently “setting the bar” to higher sales targets and new levels for four consecutive years from 2003 - 2006
- Introduced and marketed the company’s product line within critical global telecom accounts and their first tier sub-assemblers worldwide
- Earned the reputation of being a superior multi-cultural international coach by providing strategic direction to a global team while delegating tactical decisions to the local area managers with unprecedented success

2000-2001 GLOBAL PRODUCTS SALES MANAGER, BRADY PRECISION DIE-CUT SOLUTIONS, MILWAUKEE, WISCONSIN

- Headed a multi-cultural and multi-functional product team in the design, operation, and sales of a unique product application in the disk drive industry
- Leader of four direct reports and supervised seven others on an indirect basis
- Improved sales by over 38% in a two year span

1987 -2000 Eastman Kodak Company - Kodak Polychrome Graphics

1998- 2000 NATIONAL ACCOUNTS MANAGER, MILWAUKEE, WISCONSIN

- Coordinated national sales efforts for large multi-location printers; headed team for three of company’s six largest customers
- Responsible for prospecting new national accounts as well as nurturing existing accounts

1996 -1997 STRATEGIC PROJECT MANAGER, ROCHESTER, NEW YORK

- Streamlined corporate pricing structure for long-term profitability, growth, and accountability and helped institute overall pricing strategy

1995 -1996 DISTRIBUTION CHANNEL MANAGER, WISCONSIN

- Worked with dealership to exceed sales goals in seven of eight targets

1991-1995 TECHNICAL SALES REPRESENTATIVE, NORTHEAST WISCONSIN

- Exceeded sales goal of graphic art consumables in excess of \$3.5 million while reducing budget by 14%

1988-1991 TECHNICAL SALES REPRESENTATIVE, DENVER, COLORADO

- Produced the highest earnings while covering an expansive geographic territory
- Built partnerships among distributor and dealer network

1983 -1987 United States Navy

1983 – 1987 SURFACE LINE OFFICER, USS GRIDLEY (CG-21)

- Assisted in heading the engineering department aboard a guided missile cruiser while leading twelve (12) direct reports
- Earned Officer of the Deck (OOD) and Command Duty Officer (CDO) qualifications as a very junior officer, reporting directly to the ship’s commander
- Trusted manager with a top secret clearance

EDUCATION

MBA *UNIVERSITY OF WISCONSIN, Oshkosh, Wisconsin, 1995 (Valedictorian)*

BA *UNIVERSITY OF NOTRE DAME, Notre Dame, Indiana, 1983 (Naval ROTC Scholarship)*