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## **Background Summary**

**Sales and Marketing Manager** with nearly 20 years of diverse accomplishments in all aspects of marketing, sales, and general operations. Recognized as a proven performer with an outstanding reputation for team building, articulate communication, and demonstrating customer focus in global markets as a leader of a multi-cultural team. Proven expertise in:

Global Team Building	Project Management
High Level Negotiations	Team Management
Channel Management	Technical Design and Sales

## **Employment History**

**Brady Corporation, Milwaukee, WI** 2000 – 2007

*Key Account Manager - Global Strategic Account Manager ('03 – '07)*

Managed a worldwide team and drove global corporate strategy for the design, prototyping, and sale of mechanical adhesive die-cut parts into large multi-national mobile telecom companies, contract manufacturers, and supply chain

- Introduced a global account map to facilitate the development of customer requirements and resource allocation while capitalizing on strengths as well as communicating strategy and roles to senior executives
- Increased sales more than 33% annually from 2003 through 2006 exceeding all sales targets and attaining a four year status as a member of the “Legion of Excellence”
- Instituted a global communication and reporting network designed to increase cooperation and exchange of information among direct reports and other key members of the sales, engineering, and operations teams
- Earned President’s Value Award for outstanding leadership and performance with unprecedented growth in sales
- Negotiated price and terms on a global basis with one large multi-national customer (Motorola) providing centralized accountability and tracking
- Pioneered innovative designs during the early stages of product development that improved customer efficiency and initiated a stronger bond and reliance

*Global Products Sales Manager ('01 – '02)*

Headed a global and multi-functional product team in the design, operation, and sales of a unique product application in the disk drive industry

- Improved sales by over 42% (\$2.6 million) over a two year span
- Introduced new products and new materials into a highly discriminating and highly barricaded market providing a unique differentiation to capture the market
- Championed the successful transition of the manufacturing process from Milwaukee to China while maintaining 100% customer satisfaction

**Eastman Kodak Company – Kodak Polichrome Graphics**

1987 – 2000

*National Accounts Manager- Milwaukee, WI ('97 – '99)*

Coordinated the national sales efforts for several large multi-location printers in collaboration with local representatives having total sales responsibility of over \$35 million

- Managed a team for three of the company's five largest customers delivering the highest sales and profitability
- Grew top line by capturing company's largest "new" account; producing an estimated \$9 million of new sales
- Introduced differentiated technology products and services that created a strong customer liaison and dependency

*Strategic Project Manager – Distribution Channel Manager- Rochester, NY ('96)*

Led a multi-functional team in establishing a national long-term pricing and distribution direction in a mature and complex multi-billion dollar graphic arts consumable market

- Streamlined corporate pricing structure for long-term profitability, growth, and accountability
- Collaborated with multiple dealerships to exceed sales goals
- Recognized by colleagues, distributors, and senior management for executing and disseminating new pricing policies in a succinct and easy to understand manner

*Technical Sales Manager- Appleton, WI ('91 – '95)*

*Technical Sales Manager- Denver, CO ('88 – '91)*

Directed the sales of graphic art films, papers, and printing plates to commercial printers, newspapers, and color separators through a distribution channel

- Developed a unique series of quality process seminars with dealers and end customers emphasizing brand differentiation and brand loyalty
- Produced the highest earnings in district while covering an expansive geographic region
- Created partnerships among distributors and dealer networks through relationship building

**U.S. Navy, Lieutenant, San Diego, CA**

1983 – 1987

*Surface Line Warfare Officer*

Assisted in heading the engineering department aboard a guided missile cruiser while attaining individual warfare specialty

- Earned Officer of the Deck (OOD) and Command Duty Officer (CDO) qualifications as a very junior officer while reporting directly to the ship's commander
- Rated top 1% among peers in personnel appraisals

## **Education**

**MBA**, University of Wisconsin, Oshkosh, Wisconsin, *Valedictorian*

**BA**, University of Notre Dame, Notre Dame, Indiana, *Naval ROTC Scholarship*