

**JOHN P. KUCAN**  
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### **Profile**

- \* Extensive experience in consumer product business development spanning across grocery, club, pharmacy, hardware, home improvement, office supply, mass, internet and medical sales
- \* Target-driven sales manager, proven to outperform budgets and grow revenues
- \* Demonstrated ability to adapt to new industries and dramatically improve profits. Motivated to deliver exceptional customer service resulting in the most positive of business outcomes
- \* Impactful communicator that can make instantaneous connections with internal and external members of organizations
- \* Adept problem solver who manages issues to be readily a win-win scenario that drive growth and ensure customer satisfaction and retention

### **Summary of Qualifications**

- \* 18 years of experience in sales management that includes both direct account representation and sales agents
- \* Proficient in POS analysis systems that include ACNielsen, Traqline and Quantum data research programs
- \* Extensive experience in China manufacturing which includes direct import procedures, regulatory activity, CUL/CETL/CSA applications and product landed cost formulations
- \* Certified as an Advanced Toastmaster Gold (DTM) and completed the Competent Leader Standing for Toastmaster International – recognized as the most advanced certification in presentation and communication skill
- \* Expansive retail coverage spanning medical sales, mass merchandise, home improvement, drug, grocery and internet retail accounts

### **Employment History**

#### **National Sales Manager**

2014 to Present

Medline Canada ,Corporation                      Milton,Ontario

- \* Reporting directly to the President of the Company
- \* Responsible for all retail and inside sales activity within Medline Canada, Corp
- \* Directing 6 inside sales people and 5 rep groups spanning all of Canada
- \* Responsible for top line, bottomline, sales strategies, product direction and full autonomy in all decision making

## **Accomplishments**

- \*Increased sales from \$4,000,000 to \$14,000,000 in 3 years while doubling margin average from 14% to 28%
- \*Developed inside sales group from \$3,000,000 to \$5,000,000 in 2016 with an average margin of 32%
- \*Onboarded Wal-Mart, Costco, Dollarama, Dollar Tree, Motion Specialties, Canadian Tire and Amazon as new customers
- \*Tripled Medline sales in mobility business across the Canadian Durable Medical Equipment market
- \*Established a presence of the Curad and Medline brands in the Canadian marketplace
- \*Awarded Manager of the Year in 2016

## **Account Manager/Business Development Manager**

2012- 2014

McCordick Glove and Safety-Division of Bunzl Distribution

- \*Reporting directly to the President of the Company
- \*Responsible for Costco North America, Home Depot North America, Lowes North America and Canadian Tire
- \*Directing 4 rep groups with a total of 8 sales people spanning all of North America
- \*Responsible for all sales strategies and line review presentation and ultimate roll outs

## **Accomplishments**

- \*Registered a 6 month increase of 16% in sales and 12% in profit
- \*Developed 4 new sales programs for the Home Depot in gloves, safety and rainwear which increased sales and profit by 9%

## **National Sales Manager**

1998-2012

Kaz Canada, Inc. (formerly Honeywell Consumer Products), Milton, ON

- \*Reported directly to the President of Kaz Canada, Inc and responsible for Canada sales
- \*Consistently obtained performance reviews in the top 5% of all employees
- \*Designed and implemented corporate and account specific plans for Canadian Tire, Home Depot, Costco, Wal-Mart, Staples, Home Hardware, Lowes, Target Canada and Target USA, Grand and Toy, Shoppers Drug Mart, Loblaws (all banners) London Drugs and amazon.com and amazon.ca
- \*Directed 3 rep agencies with a total of 9 sales people and was successfully involved in all major account presentations

## **Accomplishments**

- \*Initiated the Jumpstart product program with Canadian Tire advertising, that generated over \$6,000,000 in sales and raised over \$200,000 for Jumpstart charity from 2009 to 2012
- \*Increased company sales from \$250,000 in 1998 to over \$30 Million in 2012
- \*Improved the company overall gross margin by 12% from 2000 to 2012
- \*Guided Kaz Canada market shares from 5% in 1998 to over 65% in 2012

## **EDUCATION**

**Degree in Economics and Management Studies** University of Toronto, Toronto, ON