**Dannie Speck**

138 Harvard Place, Amherstview, ON K7N 1J6

Tel: 613-389-4544 Cell: 613-532-0115 · E-mail: Dannie.Speck@gmail.com

OBJECTIVE

Obtain a National Account/Key Account Sales position with a well-established consumer goods manufacturer or distributor in the Canadian Market.

Summary of Qualifications

* Over 19 years managing National and Key Accounts within the Home Centers, Co-Op, Big Box and Distributor Channels
* Strong partnering and relationship building at all levels of the organization as well as with external business partners
* Consistent track record of exceeding financial goals
* Building and executing strong business plans including product assortments, margin protection, P&L, promotional activity, sales team development, product launches, contract negotiations and market analyses
* Ability to work on my own while both leveraging and supporting the team to surpass Company goals
* Excellent written and communication skills
* Able to handle multiple tasks while staying focused
* High-level presentation, Microsoft Office, and SAP skills
* Experience training and motivating reps and rep groups

Work Experience

**Piedmont Hardware Brands, Mooresville NC 2013-December 2017**

**(Remain with Brands sold by Newell; Amerock, Levolor Drapery Hardware, Shur-Line)**

**Senior Sales Manager - Canada**

* Build new relationships and maintain current relationships with all levels of customers
* Responsible for customers P&L
* Develop strategies for profitably growing business in Canada.
* New business development
* Develop monthly sales and demand forecast
* Work cross-functionally within the organization
* Work with product marketing to identify new product opportunities that cater to the Canadian customer base.
* Achieve total best cost by limiting fines, buybacks, returns, etc.
* Maintain an awareness of trends in industry, competition, and account changes
* Provide product training to customers
* Manage, support, and drive our Manufacturing Rep groups to achieve sales objectives at their assigned accounts

**Newell Rubbermaid**, **Oakville, Ontario 2012 – 2013**

**Senior Sales Manager - Decor** (Amerock and Levolor)

* Developed and implemented strategic plans, operating plans and OGSM’s for Key Accounts delivering above average increases
* Managed 3 Territory Managers and 3 Rep groups to meet territory goals
* Provided leadership on line reviews and marketing meetings
* Developed and implemented assortment updates
* Worked cross-functionally to ensure profitable growth
* Analyzed market situations, competitive threats and opportunities and developed strategic and profitable plans.
* Provided market and competitive information to internal sales, marketing and finance teams to help them better understand the Canadian market

**Newell Rubbermaid**, **Oakville, Ontario 1998 – 2012**

**Regional Sales Manager - Decor** (Amerock and Levolor)

* Developed and implemented strategic plans, for Key Accounts delivering above average increases
* Managed 3 Territory Managers to meet territory goals
* Developed and implemented transition of product and fashion updates
* Worked cross-functionally to ensure profitable growth
* Analyzed competitive threats and opportunities and developed appropriate sales plans

**Township Pro Hardware, Kingston, Ontario 1986-1998**

**Owner-Manager**

* Analyzed trade area market to evaluate viability
* Presented business plan to secure franchise and financial approvals
* Negotiated lease and leasehold improvements
* Opened ground-up hardware store growing to 7 employees
* Secured both Federal and Provincial procurement contracts

**J. J. Barker, Cowansville, Quebec April 1986 – September 1986**

**Marketing Specialist (Contract)**

* Researched all aspects of a new product format to determine interest with wholesalers, retailers and consumers in Canada and the US
* Utilized consumer focus groups, in-store demonstrations, and retail and wholesale sales associate input to deliver viability report to National Sales manger

s**R**

**Beaver Lumber, Ontario 1978-1986**

**Several positions with increased responsibility**

* Assistant store manager
* Department manager
* Special assignments for head office

Education

Diplome D'Etudes Collegiale, , Champlain Regional College.

Languages

English written and spoken

**REFERENCES**

Available upon request