

## **Brief Curriculum Vitae**

### **Work:**

Tremco MFG salesman- top salesman in New England and then the New York Region

Sales Trainer- personal, one-on-one training over 12 month periods. Trained more than 15 individuals successfully, in the field in a high-end, high pressure, high earnings environment

Area Manager- 3-5 sales people

District Manager- 6-10 sales people

Regional Manager- 15-18 sales people

Director of Marketing- for a 70 million-dollar company (left for better opportunity)

Vice President of Sales and Marketing- W.P. Hickman Systems, Inc. (a start-up)- that we grew to from 2 to 32 million during my tenure (company sold)

President- of a struggling English company- Liquid Plastics, Inc.- we grew to 10 million in sales at 15% (EBIT) in four years from 2 million in sales and going out of business. Rebuilt outside salesforce and inside office and manufacturing personnel. (company sold)

Director of Fluid Applied Development- built new products and necessary marketing campaign for Tremco, CPG. Sales grew from 0 million in sales to over 100,000,000 in sales within 7 years.(retired)

Opened RCT & Associates, LLC- a sales and sales management teaching and writing company.

### **Education:**

Canisius High School, Buffalo, NY

Canisius College, Buffalo, NY – B.A.

Canisius College, Buffalo, NY – M.A.

Kent State University, Kent, OH – Ph.D.

**Publications:** (business)

*The Good Salesman: Basic Sales Development*

*The Good Sales Manager: Life in the Middle*

**Other Publications:** (fiction)

*Crucibles of Power*

*Fantasy Tales: Short and Sweet*

*Powers Revealed*

*Altered*

*Power Lost: Power Found*

*The Essence of Fantasy: A Matter of Belief*

*Double Vision: Tales from Home*