

JULIUS "RUSTY" GLASER

Rusty is looking for a SALES & MARKETING EXECUTIVE role for B2B ENGINEERED PRODUCTS & SERVICES

He lives in Chicago, but is willing to relocate to the SouthEast

Gurnee, Illinois 60031 rusty.glaser@gmail.com Cell: 847-736-6974

Former GE, MEMC, IDEX

Selected Achievements

- Achieved double-digit organic growth of 15% to 20.4% each year, exceeding stretch goals, outpacing the economy and other IDEX business units. Grew new products from less than 5% to more than 23% of revenues within first two years.
- Exceeded sales goals as well as new private equity owner's (Texas Pacific Group) 2001 goals. Grew higher-margin products sales to 28%, and grew number of customers who rated company #1 or #2 to 68%, both results were twice prior rate, and the highest in company's 43-year history. Increased average selling price +10% by managing customer & product mix with carrot & stick incentives, tracking systems and decision models.
- Restructured organization enabling 15% headcount reduction and \$1.5 million annual cost savings. Added an independent agent sales channel. Reduced travel costs 40% while maintaining travel frequency.
- Recognized as key contributor in driving the enterprise value and guiding the transformation of company through worst market downturn in semiconductor industry history to strongest competitive position.
- Achieved high double-digit organic growth and exceeded revenue and margin goals:
 - *Customer Products* unit grew 62%, exceeded goals by 10%, and achieved record sales in all product lines while operating at 60% of budgeted headcount;
 - *Packaged Power Services* unit met plan and grew operating margins 34% with 89% of sales occurring post-integration, equating to 35% growth rate;
 - *Energy Services* unit achieved all plan objectives.
- Formally recognized for significantly contributing to record double-digit sales and income growth for Division.
- Developed new organization, products and services that achieved \$109 million in orders at 38% margin in less than a year, exceeding the Operation Plan by 14%, as well as an aggressive second-half "added challenge." Formally recognized in Management appraisal for "*completing a fantastic year.*"
- Penetrated strategic UK Oil & Gas market by creating and leading a campaign that achieved >\$60 million sale to British Gas and the UK Interconnector, winning 100% of annual UK Oil and Gas aero-derivative projects. Previous company share had been 0%. The UK Interconnector win required unanimous approval of Board comprised of 9 oil and gas corporations. Manager referred to this sale as "*...most strategic engine order in Division's history.*"

- Initiated, designed, and implemented new marketing campaigns and tools to enable successful launch of LM2500+ engine with sales of 22 units prior to production availability. Formally recognized in Management appraisal for “*scoring phenomenal successes.*”
- Exceeded sales goals by as much as 25% in 14 of 15 years. Won largest switchgear upgrade program in TVA history by successfully convincing TVA to cancel existing relationship and award contract to company.
- Enabled company to successfully enter new Nuclear Class 1E services market by developing and implementing a business plan, and revising facility layout and processes to meet Federal Regulations. Passed 100% of Utility audits on first attempt, which prompted the Electric Power Research Institute (EPRI) to invite me to lead a panel discussion on nuclear class 1E services and compliance.