

Kevin B. Perez

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Summary of Qualifications

I managed various product lines within the product management team, worked with engineering and design of manufactures with technology in connectors, sensors and software SASS for medical, aerospace, fuel cells, and other markets while performing development contracts for both private companies and government entities such as NASA, DOE, and DOD. I managed millions of dollars of inventory with supplier relationship for best pricing and on-time delivery. Combining my manufacturing experience with my sales and marketing, I now have a great understanding of both supply chain and manufacturing hurdles across large and small companies. I am seeking a position that will utilize my experience of managing complex situations.

Experience

Arrow Electronics

July 2009 to February 2019

Product Manager III (August, 2015- Feb, 2019)

- Product and branding manager of multiple product lines and IoT systems with technology sales focus in software and cloud based apps.
- I was responsible for the sales and product lifecycle, which include marketing of new products, development, research and design while working with engineer teams to maximize quality control and measurable results.
- Grew market share from 16% to 22% in the previous years.
- Grew GP from 18.5% to 21% in the previous years.
- Monthly recurring revenue grew by 10% through SaaS renewals by adding new product additions and introducing value added services.
- Single point of contact for two suppliers to resolve field quoting and expediting issues as well as the Arrow representative for those suppliers to plan marketing rollouts.
- Worked large, annual, strategic quote opportunities to maximize gross profit, grow, and defend market share.

Product Asset Manager II (June 2012 to August, 2015)

- I was selected as the pilot for this new role. Due to my success in managing the full picture of pricing and purchasing, the department rolled out more of the same roles.
- Process owner of key tools in managing profit leaks. Increased revenue and renewals by 12% end of quarter year over year.
- I analyzed pricing breaks and forecasted future demand to determine the best mix of product to have on the self to support our book ship business as well as our pipeline of backlog.
- I work with the inventory and quality manager to improve business processes for lead-times and availability as well as RoHS compliance.
- I solved all conflicts between the supplier and Arrow, our customers and Arrow, and customers with the supplier.
- I actively worked with suppliers to increase their market share through distribution.

Product Manager II (July 2009- June 2012)

- As a liaison between suppliers and Arrow's sales team, I negotiated competitive pricing and availability that lead to increased sales and gross profit.
- Overcame pricing obstacles within the supplier channel and strategized opportunities with outside and inside sale to offer competitive solutions.
- Analyzed aggregate demand and customer trends to gain back-end margin by leveraging my supplier relationships.

Can provide additional work experience

Premier Mortgage Capital
Mortgage Processing Manager
Bank Of the West

Jan 2009 to July 2009

July 2005 to Dec 2008

Branch Manager, AVP
Financial Partners Credit Union
Branch Manager
Eagle Community Credit Union
Assistant Branch Manager
Wescom Credit Union
Member Service Rep II/ Loan Processor

May 2004 to July 2005
April 2002 to April 2004
August 1995 to Feb 2002

Education

California State University, Fullerton, CA
Bachelor of Science: Business Administration

1995-2002

Awards/Technical Skills

Bank of the West Executive Leadership Program.
Cohen Brown, Sales Leadership, CUNA.
Oracle and Unity champion and trainer
Microsoft Office suite: Excel, PowerPoint, Word, and Outlook.