

Robert Griffin
6220 Powers Road
Orchard Park (Buffalo), New York 14127
Home # (716) 662-8988
Email: robgriff@icloud.com

Seeking a Career Opportunity in Regional Technical Sales and Key Account Management or Operations with a Capital Equipment Company or Automated Material Handling AGV / ASRS / Robotics Systems Integrator that will benefit and grow from my repeat relationships within my Fortune 100-1000 Global Manufacturing, Technical Product and Distribution clients.

EDUCATION

Northwood University, Midland, Michigan
Business Management

Computer skills: Windows, BAAN4, CRM, ERP, MRP, CAD. SAP, Sales Force, HubSpot

Sales Training: Sandler Systems Sales Training

CAREER HIGHLIGHTS

- National & International Sales and Marketing
 - Direct Salesforce Management, Independent Reps, Distribution Management and Business Development expertise
 - Client Relationship Experience of \$100M+ Technical Product Sales and Operations
 - Industrial, Municipal, Government, Transportation, Medical, Chemical, Energy, Oil & Gas,
 - Manufactured Product, Public-Private Sector Fortune 100-1000 Clients.
 - Advertising, Trade Show Promotions and Technical Product Training Experience
 - Website / B2B E-Commerce Business / CRM and Sales Optimization Strategies
- Industrial Manufacturing Experience
 - Manufacturing / JIT / ISO-9001 / QS-9000 / SAP / TQM / AISI.
 - Advanced Product Manufacturing/ Continuous Motion Automated Precision Equipment Full P&L
 - Construction/Manufacturing OSHA/OHP/Federal /State Safety Programs, Training & Documentation.
 - New Product Development / Engineering / Services / Lean Manufacturing Initiatives.
 - Purchasing, Project Management / General Management / Staff Development.
 - Engineering / Prototyping / Design Build / Turnkey Installation and Project Management
 - Plant Operations & Maintenance Management
 - Fully Engineered and Fabricated Products Experience
 - Machine Build, and Repair Journeyman
 - Hazmat Trained & FEMA Certified
 - Safety PPE & Fall Safety Extensive Sales & Support Experience
 - Robotics and Complex Machinery, Capital Equipment, AGV ASRS Warehouse Fulfillment Systems
 - CRMs, HubSpot / Salesforce /BANN/ Goldmine / MS Dynamics

PROFESSIONAL EXPERIENCE

KINEQUIP / Buffalo and Western New York

August 2021 - Current

- **Regional Sales Manager NE USA / Industrial Components Distributor**

MK North America Bloomfield CT Corporate USA HQ / World HQ Germany

September 2017- August 2021

Automated Aluminum Extrusion Material Handling Conveyors & Systems / 3M+ Book of Business

- **Regional Sales Manager NE USA / NY/ PA**

Schneider Packaging Equipment, Syracuse, New YorkHQ / A PACTEON Company

April 2010 - July 2017

Regional Sales Manager - Canada- Northeastern USA / End of Line Robotic Automated Packaging Systems

- Sales of Complex Machinery, Automation, Robotics, Packaging, Palletizing, Labeling and Custom Material Handling Systems
 - Sold to Fortune 100-500 clients in US and Canada
- Built \$5-7M+ annual book of new business with Fortune 100-500 companies like MARS, Xerox, P&G, Kraft, Constellation Brands
- Systems utilizing Advanced Robotics, Controls, Sensing Devices & Vision Systems
- Attend Industry Major Trades shows annually in USA & Canada

AIRGAS - Western New York

May 2005 - March 2010 Buffalo Branch

Fortune 500 Distributor of Industrial, Medical and Specialty Gases, PPE Safety & Fall Protection Products, Welding Equipment, Robotics Service Support, Lab Equipment

Territory Sales Manager - Western New York Distributor

- Established relationships with National contract accounts like Honeywell, GE, etc.
 - Target Market: Industrial, Energy, Medical, Laboratory, Transportation, Food & Pharmaceutical, Medical, Aerospace, Metals Product and Fabrication
- Competed against Praxair & Air Products with innovative and creative product solutions and service.
- Diligent customer follow-up using CRM and SAP

Key Accomplishments

- Grew WNY Territory by 35% total revenue growth of \$6.5M
- Assisted with transition into new expanded Buffalo Branch
- Established AIRGAS as a rooted competitor and supply chain player in the WNY markets.
- Attended Trade Shows and Regional Industry Events.

C&S Engineers, Syracuse, New York HQ / Technical Resources Division

December 2001 - December 2005 Buffalo Office

Western New York Sales & Operations Manager - Technical Resources Division of C&S Companies

- Established New Sales Region for Industrial Service Group out of the Buffalo Engineering Office
 - Clients included Public-Private-Government, Chemical, Auto, Energy, Food, Medical/Pharma
 - Civil Engineering Design/Build, Construction Management, Industrial Commercial Services
 - Millwright, Rigging and Crane Certification, Fall Safety & PPE R Stamp Boiler & Co-Generation
- Established local work crews and support mobilization as business grew a \$3+ Million Book of Business
- Civil Engineering Design/Build, Construction Management, Industrial Commercial Services
- Regional P&L, Sales, Staffing and Project Management responsibility for Buffalo Regional Office

JR Automation Technologies, Holland, Michigan, Chief Operating Officer

January 1996- November 2001

Full P&L for \$125+ Million 230+ Employee Custom Automation Systems & Integration Company Currently a Hitachi Automation Company Division

DA Griffin Corporation – President CEO / 2nd Generation Owner

Sold 40+ Year Old Family Custom Machinery & Automation Business to Former Moog Aerospace International President currently (Griffin Automation) \$10M+ Annual Book of Business

Former Board Member, Buffalo Niagara Partnerships Manufacturers Council.

Memberships RIA, AWS, NAPM, IFMA, BOMA, ASSE, NYSERDA, PMMI