

MARTIN F. MCCOY

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OBJECTIVE:

Directing and driving teams, to achieve vertical revenue growth and profitability through superior leadership.

Director Business Development • Sales Manager • General Manager • Project Manager

A strategic and tenured business development and sales executive with demonstrated success in leading cross functional teams in exceeding revenue and profit objectives. An experienced leader and mentor of direct reports, skilled in motivating team members to achieve their goals. Well connected and networked in diverse markets up to the C-Level with major global Corporations. Exhibiting expertise in the entire business enterprise to include marketing research, strategic presale development, proposal creation, negotiation, closing and post sale augmentation. A leader with proven success embracing challenges requiring the creation and implementation of business / sales plans, operations streamlining, optimizing services, increasing sales and profits and ensuring continued sustainability.

PROFESSIONAL SKILLS & EXPERTISE:

High performance team building expertise
Revenue and profit driven sales executive
Significant project management experience
Extensive contract negotiation acumen
P.&L. , Metrics , Gap, KPI & SWOT Analysis

Customer and client focused driven
Expert analytics and risk management
Operations savvy leadership style
Broad in depth technical knowledge
Management of Independent Reps.

PROFESSIONAL EXPERIENCE:

Sabre-Co, LLC – Bethesda, MD

(Jul 2013 - Present)

Laboratory & Engineering Services, Electrical Product Conformance and Industry Certification.

Title: **Independent Consultant - Technical Business Development**

- New client development in diverse markets primarily Aerospace, Defense, OEM and Electronics.
- Establishing sales exposure and supply chain footprint against major competition.

National Technical Systems – Rockford, IL

(Dec 2011 - May 2013)

\$181MM / Emp. 1,100 / Direct Reports - 3

Laboratory & Engineering Services Corporation – Electrical Product Conformance and Industry Certification

Title: **Applications Director**

- Recruited by executive management to spearhead a Laboratory start-up, expansion and turnaround. Responsible for P.&L and vertical sales growth of operation from 5MM to 7.5MM.
- Captured original client project business increasing new customer sales volume by 300% in 2012.

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National Technical Systems (Cont.)

- Launched major corporate focused prospect initiative campaign securing \$2MM in contracts and long-term service agreements maximizing profit margins averaging 35%.
- Strategically developed, directed and awarded a national contract agreement with Rockwell Collins,
- Captured major project awards from Oshkosh Defense, GE, Siemens, ITW and Honeywell.
- Successfully accomplished and surpassed goals and objectives in a strategic revitalization effort for a new Lab acquisition within 1st. year exceeding senior management and stakeholders expectations.

Element Materials Tech., Inc. – New Berlin, WI

(Oct 2008 – Dec. 2011)

\$205MM / Emp. ≤ 1,500 / Direct reports - 4

Materials Test Laboratory and Engineering Company – Materials Testing and Failure Analysis

Title: **Regional Sales Manager**

- Recruited to transform a competitive territory that produced \$3MM up to \$5MM in annual sales.
- Created focused sales and marketing strategy that exceeded plan in 2010 yielding \$6MM.
- Overcame entrenched competition through uncovering client obstacles, providing long-term solutions resulting in trusted client relations.
- Increased win rate from 28% to 45% through teaming with engineering offering precise proposals and outperforming the competition.

Exova – Glendale Heights, IL

(Mar 2005 – Oct 2008)

\$144MM / Emp. ≤ 1,000 / Direct Reports – 12

Materials Test Laboratory – Materials Testing Product Testing and Failure Analysis.

Title: **Business Development Manager**

- Recruited to lead a turnaround and revitalization of a business unit laboratory acquired in 2003 to profitability and position the business for sale. Transaction successfully accomplished 2007.
- Crafted and executed an innovative business plan to restore the Lab to sustainable growth and profitability through eliminating unprofitable business, reducing costs and raising prices.
- Successfully renegotiated contracts and agreements retaining 65% of clients adding capacity.
- Championed acquisition, maturation and assimilation of personnel and capital resources.

Summit Stainless, Inc. – Glendale Heights, IL

(Jan 1994 – Mar 2005)

\$246MM / Emp. ≥ 5,000 / Direct Reports – 18

Stainless Steel Master Distributor – Diverse Markets including OEM, Aerospace, Energy & Medical.

Title: **Midwest Regional General Manager**

- Comprehensive management and leadership responsibilities for all departments within the Midwest region covering eleven states. (P.&L., Operations, Sales and Independent Reps.)
- Led Regional Teams and Departments in closing and delivering LTA's and contract awards.
- Created business plan to streamline purchasing, inventory control and operations. Increased sales and receivable collections through risk management expertise.
- Motivated a team that produced 12% annual growth up to \$25MM in a competitive market.

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T.W. Metals – Carol Stream, IL

(Jul 1983 – Dec 1993)

\$220MM / Emp. . ≤ 1,000

Distributor of stainless, high alloy, aluminum and carbon steel tubular products.

Title: **Sr. Account Manager**

- Developed and grew client business from \$3MM to \$6.5MM from 1989 to 1993
- Held several positions and achieved promotions through personal accomplishments.

EDUCATION:

Northern Illinois University, DeKalb, IL – B.A. Business Administration & Marketing

Dale Carnegie Brooks Group

Steven Covey Sandler Group

ASSOCIATIONS:

IEEE Chicago (International Electronics and Electrical Engineers)

2014 Technical Conference Chair – Exhibits

Member Recruitment Chair

IEEE EMC Chapter (Electro-Magnetic Compatibility)

AMS (American Materials Society)