

Gary W. Russell
2098 Kudu Ct.
Wheaton, IL 60187
Cell: 816-806-7866
Email: garyruss123@aol.com

Summary

A Chemical Engineering graduate with 4 years of direct customer experience, 11 years of Product Management and 7 years of varied Engineering/R&D experience in increasing sales and profitability in the water treatment and specialty chemicals industry and other industries. B.S. Chemical Engineering – University of Missouri - Rolla

Experience

Independent Consultant – 2008 – present – Consultant to Automotive Repair Facilities/Insurance Businesses –Ultimate Auto Body, Oswego, IL, and others

- Prepared business plan, initiated marketing plan, and formalized Human Resources guidelines to improve workplace efficiency
- Improved work flow, scheduling logs and work project timelines with an improved efficiency of 34% over previous year's results at one facility
- Increased workflow at one facility 11%, without increased cost of labor, by developing a computer based Project Management database to be used by employees without previous computer experience

Water Treatment Specialist – Technical Sales - 2007 –2008 Ecolab Inc., St. Paul, MN (recruited to increase sales base)

- Serviced and maintained sales at customers in Kansas City territory.
- Grew the Kansas City territory through sales to existing and new customers.
- Exceeded sales goal with 17.2% growth with goal of 15.8%
- Grew territory sales from \$335,000 to \$420,000 annually

Water Treatment Consultant – Technical Sales - 2005 –2007 Chem-Aqua, Division of NCH Inc. Irving, TX

- Developed Kansas City Area for water treatment sales.
- Provided technical support for existing business in Kansas, Missouri and Oklahoma
- Successfully led and transitioned managing of existing customer base of business acquired through purchase of Anderson Chemical Company, Macon, Georgia

Project Engineer - 2002 - 2004 Wheatland Systems Inc., Lawrence, KS

- Focused on programming and delivery of computerized systems for gas pipeline control including Human Machine Interfaces and PLC Automation.
- Provided customer technical support via phone and direct link to customer's network

- Produced documentation for newly installed sites to use for training and future reference

Product Manager - 1986 – 2002 Ecolab Inc., North Kansas City, MO
(Formerly Western Water Management, Inc.)

(promoted July, 1993)

Continued to perform functions listed below under Product Specialist with additional responsibilities:

- Set up, maintained and optimized product lines for maximum profitability
- Completed project to convert business operations from mainframe computer to PC based network
- Worked on project to automate chemical manufacturing with PLC and HMI interface
- Directed growth of relevant product lines through direct sales, distributors, and international agents
- Responsible for management of all aspects of Cooling and Boiler Water Treatment Programs including: product development, pricing, marketing activities, product trials, training of employees/distributors/customers, inventory management, regulatory compliance (FDA, EPA, USDA, AWWA), etc.
- Vendor selection and qualification for raw materials, cost reduction, bulk delivery
- Analysis of product lines acquired through multiple acquisitions for optimization of SKUs, inventory, product line expansion, and product line redundancy
- Presented proposals to target accounts to gain business
- R&D Steering Committee member for strategic growth
- Analyzed market information, industry data, and competitive activity relevant to product lines
- Performed SWOT analysis on product lines and competitors
- Produced and maintained product bulletins, product application sheets and material safety data sheets for customer use and for publication in company product manual
- Provided product line strategies for target market accounts
- Provided graphics and technical information for corporate website
- Utilized customer database for additional opportunities and lost sales by customer and product lines, seek additional information for reason of gain or loss of business

Product Specialist, Cooling Water Treatment Programs - 1986 –2002 Ecolab Inc., North Kansas City, MO (continued) (Formerly Western Water Management, Inc.)

(promoted March 1991)

- Responsible for coordination of all aspects of Cooling Water Treatment Programs including: product development, pricing, marketing activities, product trials, training, etc.
- Formulated chemical products based on needs of accounts and results of research and development focusing on cooling water treatment and microbiocides
- Prepared formal proposals for industrial water treatment prospects throughout the United States in conjunction with Technical Field Sales Force
- Produced and maintained product bulletins, product application sheets and material safety data sheets for customer use and for publication in company product manual
- Provided monthly and annual sales and profitability reports for comparison to goals
- Assured compliance with regulatory agencies for product formulation, use, labeling and packaging including USDA, FDA and EPA

- Determined and provided product packaging and labeling specifications and materials to production

Applications Engineer

- Formulated chemical products based on needs of accounts and results of research and development for Boiler, Cooling, Closed Circuit, Potable, Biocides, Acid Cleaners, and various specialty applications such as degreasers
- Prepared formal proposals for industrial water treatment prospects throughout the United States
- Provided customer technical support for chemicals and equipment
- Performed various engineering tasks for the company to improve plant operations
- Set up metering pump loan program to provide loaner pumps for field applications and trials, including pump packaging, shipping and tracking and refurbishing/repair upon return
- Performed computer aided drawings for in-house tasks, proposals and special needs
- Completed National Association of Corrosion Engineers (NACE) Basic Corrosion Course with test score of 100%

Education & Skills

B.S. Chemical Engineering, University of Missouri – Rolla
American Management Association Business-to-Business Product Management Course
American Management Association Product Management Course
N.A.C.E Corrosion Training
Proficient in Wonderware (HMI), GE Versapro (PLC), Drafix, Access, Excel, Word, Powerpoint

References

Available upon request.