



Achievements

- ◆ Successful first year distribution of VR RealFeel Virtual Reality product at TSC-Canada, Multiple US Midwest Regional chains and accounts.
- ◆ Quadrupled Tech4Kids business at Meijer from 2014-2015 in first full year of representation and growing to over \$1,000,000 cost sales in 2016. Consistently attained key company incentives each year including 2017 Gemmies Activities and Toy Pallet program for December.
- ◆ Established or grew distribution with four vendors at Seventh Avenue Companies – NKOK, Geoworld USA, Drybranch/Sport Design, and Explore Scientific.
- ◆ Secured five-SKU WWE licensed R/C, Vehicle, and Die Cast program at Kmart for Fall 2014.
- ◆ Added four new vendor programs to Seventh Avenue/OSA Brands for Holiday 2014 including NKOK, Inc, Explore Scientific, GeoWorld USA, and Worx Toys.
- ◆ Implemented 2-foot Breyer Horses section at Meijer with excellent placement in the center of Girls Small Dolls aisle in 2013.
- ◆ Implemented new exclusive Breyer Horses five-SKU program to Walmart in 2012
- ◆ Developed and created exclusive 150 pc. tub set from CitiBlocs for TRU Fall 2012 program.
- ◆ Contract National Sales Manager for Citiblocs, 2010 - 2014. Managed 8 rep groups, 40+ reps, developed sales programs, consulted on all sales issues, published monthly newsletter. Responsibility included sales tracking, hiring groups and making changes where needed.
- ◆ Added full Halo R/C program to Kmart and Meijer for Fall 2010. Added two new Singer Sewing and Knitting Machine SKU's to Kmart for Fall 2009. This entry has resulted in continued annual growth in the R/C program with new additions each year.
- ◆ Secured new games listing for Zobmondo!! Entertainment at Kmart for Fall 2008 and at ShopKo for Fall 2009, and expanded Meijer Zobmondo!! listing to include full line of games in 2009.
- ◆ Implemented \$1,000,000 Playhut program in Kmart Sporting Goods in Fall 2007.
- ◆ Implemented new \$1,000,000+ eight-item Breyer Horses program (Reeves International) at Kmart and Sears stores for 4th quarter 2006, including key ad placement.
- ◆ Increased sales for Playhut in first year of representation for Midwest Territory from \$1,500,000 in 2004 to \$2,500,000 in 2005, \$3,000,000 in 2006, \$3,700,000 in 2007. Reestablished business at Kmart, Meijer, and Aldi.
- ◆ Quadrupled puzzle and game business with Warren Industries at Meijer from 2001 – 2005 and established Warren Industries as Puzzle Category Captain at Meijer despite strong Hasbro dominance and influence.
- ◆ Developed and secured full distribution at Toys R us for exclusive vinyl playball program for Mondo United in 2003, including 10,000 action aisle displays totaling \$1,000,000.