
From: noreply@civicplus.com
Sent: Wednesday, December 2, 2020 8:55 AM
To: Dawn Grivetti; Brummel, David
Subject: Online Form Submission #1719 for Volunteer Application

Volunteer Application

First Name	Mark
Last Name	Taylor
Address1	[REDACTED]
Address2	<i>Field not completed.</i>
City	Warrenville
State	Illinois
Zip	60555
Home Phone Number	<i>Field not completed.</i>
Cell Phone Number	[REDACTED]
Email Address	[REDACTED]
I want to volunteer for...	Plan Commission/Zoning Board of Appeals
Please describe your interest in volunteering for the City of Warrenville.	<p>Hello Mayor Brummel,</p> <p>My name is Mark Taylor and I am a newer resident to Warrenville having moved here in June of 2019. Since I moved here I have enjoyed the relationships that my family and I have built and would like to give back to the community. I have two children still at Johnson elementary and hope to help support the growth of a better Warrenville for their future. I previously volunteered as a youth coach for most of my children's sports teams.</p> <p>Professionally I have been in Building Materials and Construction my entire career. I have a degree from EIU in Engineering, Immediately after graduation I spent four years as a contractor from 2004-2007 doing residential and light commercial work. I then moved into Marketing and Sales of building materials to distributors and contractors for the past</p>

ten years. I feel my professional experience fits well into the planning commission and zoning board of appeals.

I would like to discuss more my experiences and how they can support the town of Warrentville in this open role, or another open position. Please reach out to me to discuss anytime!

Thank you
Mark Taylor



Upload Professional
Resume

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(Section Break)

Disclaimer

Submission of this application is not a guarantee of appointment to any Board or Commission. Appointment must be made in accordance with the City Code and procedures. If there is an open volunteer opportunity available, City staff will contact you shortly. If there are no open volunteer opportunities, your application will be kept on file until an opportunity becomes available.

Email not displaying correctly? [View it in your browser.](#)

MARK TAYLOR

Warrenville, IL • [REDACTED] • [REDACTED] • [REDACTED]

MARKETING MANAGEMENT

A marketing and sales professional with experience managing the life cycles of new and existing product lines. Addresses corporate strategic business needs with leadership, relationship management, process discipline and cost cutting solutions. Excellent time management skills and responsiveness. Highly effective developing work plans and setting priorities through completion of projects; collaborates with other departments, managers and outside contacts; and, possesses the competence to handle sensitive and confidential information.

TECHNICAL SKILLS

- Analytical thinker
- Strategic
- Trainer
- New product development

EXPERIENCE

Rockfon North America, Chicago, IL **2013 – 2020**
Regional Sales Manager, January 2018 – October 2020

Managed Regional Sales Team tasked with growing ceiling system sales across all product lines. Supported cross functional teams in setting up new training programs, improving Average Sales Price and incorporating better system selling.

- Implemented a sales force effectiveness plan providing sales focus, resulting in territory growth in specification footage YOY.
- Grew Regional Sales 15% by focusing architectural and sales efforts around a new go-to-market strategy.
- Set up and trained new distributor partnerships throughout the region to increase sales and market presence throughout the region.
- Improved average sales price 5%YOY by focusing efforts on new products and long term specification of projects.

Manager of Product Management, April 2015 – December 2017

Product Manager, Chicago Metallic Systems, March 2013 – April 2015

Charged with bringing focus and energy to a 'new to the North American market' product, Rockfon Acoustical Ceiling Tiles, while bringing the entire product family together as a complete system. Led new product development efforts throughout the organization as well as internal and external training modules

- Developed new training modules and accredited AIA and IIDA CEUs for the sales team supporting 35% product line growth YOY.
- Tasked with introducing and maintaining all marketing support documentation for the existing product line and new product introductions.
- Oversaw multiple new development projects securing millions of dollars in investment capital, testing, certification and product introduction support.
- Created marketing strategy, product roadmap and timelines for the core business to provide long term focus and company profitability.
- Spearheaded new product development program utilizing the Stage-Gate® process.

Robert Bosch Tool Corporation, Mt. Prospect, IL

2011 – 2013

Product Manager – Screwdriver Bits, Hole Saws, Taps and Dies, July 2011-March 2013

Tasked with growing sales and improving gross margins in a struggling product line. Worked directly with Sales and Channel teams to maintain and develop retail business. Ran product line extensions and new packaging alternatives to grow new business. Worked towards and implemented a new packaging structure for open stock sales.

- Launched Impact Tough screwdriver bits in 2012. Increased sales 25% in Industrial Channel.
- Worked directly with manufacturing to lower costs 17% for a Private Label customer, resulting in retained business.
- Created multi year product roadmaps focusing on new markets and product lines.
- Improved product line gross margins 7% through product rationalizations and manufacturing improvements. Increase of \$300,000 to bottom line dollars.
- Successfully led cross functional team that changed product specifications in response to new customer base and market.

Dayton Superior, Elk Grove Village, IL

2007 – 2011

Product Manager, Concrete Forming Accessories and Form liner, Aug 2010 – May 2011

Identified and implemented product improvements to ensure profitability for product lines with net sales over \$35 million. Managed hard and soft product launches and tracked sales to ensure traction in the marketplace. Monitored market and competition.

- Administered dealer and new employee trainings, creating marketing materials and attending trade shows in support of new and existing product lines.
- Created monthly board reports highlighting product successes and shortcomings.
- Successfully analyzed, developed and launched new products brought over from a business acquisition. Increased West Coast sales by 7%.
- Collaborated with manufacturing to highlight loop tie inefficiencies and focus efforts to lower cost and improve rates on high volume products. Increased margins by 5%.
- Worked directly with plastic sheet supply vendors to reduce costs by 15%.
- Participated in new product development team for creation of new forming system. Expected sales in 2011 to be over \$4 million.

EDUCATION

Bachelor of Science, Industrial Technology

Eastern Illinois University, Charleston, IL

PROFESSIONAL DEVELOPMENT

- AMA Successful Product Manager
- AMA Fundamental Selling Techniques
- Bosch Product Management Qualified (PMQ)
- Proficient in Microsoft Office, Word, Excel, PowerPoint, Outlook
- Proficient in Cognos 8, SAP CRM and SAP BW
- Proficient in Dodge Construction Network and Reed Construction Data (CMD) systems