

JEAN-PIERRE MOCZALLA

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PROFESSIONAL SUMMARY

SENIOR SALES & MARKETING MANAGER... Bi-lingual professional bringing increased sales revenue and profit to manufacturing organizations. Expertise in new business development, international sales, profit contribution, sales team management, marketing, customer service & retention, sales strategy, project management, and sales training and development. Fluent in French and English.

PROFESSIONAL EXPERIENCE AND SELECTED ACCOMPLISHMENTS

FAMILY ELDERCARE, Paris, France

2018 – 2020

SEDA NORTH AMERICA, Mount Pleasant, WI

2016 – 2018

\$60 million Italian owned manufacturing company, specializing in designing innovative solutions for the food service, food products, and the ice cream and dairy segments.

North America and International Account Manager

Responsible for establishing goals and monitoring the activity of the sales effort across North America and Canada.

- Identified and secured both French and English-speaking Canadian accounts and distributors generating \$4 million in annual revenue.
- Developed and managed relationships with customers including McDonald's Tim Horton, and Starbucks at multiple levels of the customer's organization and across key functions including Purchasing, Supply Chain, Sales & Marketing, R&D and Quality.

LEICA BIOSYSTEMS, Richmond, IL

2015 – 2016

Global medical devices company that develops and supplies clinical diagnostics to the pathology market.

Canadian – Customer Service Representative

Responsible for developing and executing the go-to-market strategy for Leica's Clinical and Life Sciences segments including pricing strategy, segmentation and market trends. Championed the Voice of the Customer.

- First-line of contact with our customers, servicing more than 15,000 contacts annually.
- Expedited more than 10,000 orders through production plants, vendors and distribution centers.
- Served as a liaison between the Canadian and American sales team.

ITO INDUSTRIES, Bristol, WI

2013 – 2015

\$20 million electronic manufacturer of printed circuit boards for use in medical equipment and industrial machinery.

North American and International Sales Marketing Manager

Responsible for planning, designing, and implementing a comprehensive strategy including specific procedures, programs and services to generate revenue and increase profit. Staff of three along with five manufacturing representative companies.

- Reconnected with dormant customers generating \$250,000 in incremental sales within nine months.
- Sole contact with five factories in China overseeing production and fulfillment, reducing rework 25% and increasing on time delivery 25%.
- Created catalogs, course guides, web content, and training brochures specific to industries enhancing sales reps' understanding of complex product features.

FISA NORTH AMERICA, ELK Grove Village, IL / Savigny / France **2010 – 2013**

\$40 million manufacturer of ultrasonic cleaning equipment that services the rubber, plastic, foundry aerospace, medical equipment and optics.

North American and International Sales Marketing Manager

Responsible for all aspects of Fisa NA operation, including new sales of Hi-Tech Ultrasonic Cleaning capital equipment.

- Expanded client base 47% generating more than \$7 million within 24 months.
- Managed 12 trade shows nationwide.

K&K PRECISION PRODUCTS, Carol Stream, IL **2006 – 2009**

\$60 million globally competitive producer of high-volume precision and made-to-print automatic screw machine products.

Manufacturers' representative (Midwest)

Responsible for new business development, including business plan and sales strategy development.

- Sold more than \$1 million in new business and in untapped industries including aviation and medical.
- Created presentation for all sales reps companywide identifying the value-added aspects of company's products.

METAL POWDER PRODUCTS, Westfield, IN **2005 – 2009**

\$60 million dollar supplier of sintered metal components and assemblies to the automotive, lawn and garden, fluid power, agricultural, off highway, and power tool industries.

Manufacturers' Representative (Midwest)

ABBOTT LABORATORIES, Abbott Park, IL **2001 – 2005**

Global diagnostics, medical device, nutrition and medicine manufacturer.

Senior Sales Incentives and Analytics

Led team of eight responsible for utilizing analytical and operational expertise to increase understanding of drivers that influence sales performance.

- Defined efficient approaches to sales incentives and sales analytics deliverables, influenced and applied best practices across products, support team members.
- Received Divisional Presidential Award and MSO in Motion Award "for Outstanding Team Performance for creating incentive program generating \$8 million in net sales.
- Designed prescription drug sample allocation processes for over 3,000 field sales representatives in the Pharmaceutical Product Division

EDUCATION

LAKE FOREST GRADUATE SCHOOL OF MANAGEMENT, Lake Forest, IL:
MBA, Organizational Behavior **2007**

DEPAUL UNIVERSITY, Chicago, IL
BA Business **1997**

ILLINOIS INSTITUTE OF ART, Schaumburg, IL
AA, Communication Design **1994**

TECHNOLOGY TOOLS EXPERIENCE

Analytics: Tableau – Google Analytics

Lead generation: Salesforce, HubSpot CRM

Sales Marketing Intelligence: Zoom Info

Communication: Nextiva, Zoom, Skype

Presentation: Adobe Sparks, Canva, PixaBay, Photoshop, Illustrator,

Video: Biteable

Website: WordPress, Go Daddy

CRM: SAP, Saleslogics, AS 400

Microsoft Suite