

SALES BIOGRAPHY



Ammy Kirby Janiszewski
Windy City Wire • Midwest Regional Sales • 2006 to present

PREVIOUS INDUSTRY EXPERIENCE:

After graduating from Illinois State University in 2006 with a marketing degree I started at Windy City Wire as an inside sales representative and quickly moved into the first outside sales position for the company traveling all over the Midwest showing integrators the unique value, products and services that Windy City Wire has to offer. My position as an outside sales representative entails me covering Illinois, Minnesota, Wisconsin, Iowa, Kentucky and the St Louis Missouri area. I work with an extremely knowledgeable and talented inside sales team to collectively identify and sell to low voltage integrators and electrical companies.

MY POSITION AT WINDY CITY WIRE:

My greatest successes I have had over the past 10 years at Windy City Wire include working with my inside sales team to expand our business and gaining exposure in the marketplace while working with some of the Midwest's top contractors. SMG Security, Titan Electric, Entec, Van Ert Electric, The Morse Group, Westphal, Trane/Louisville, Tri City Electric, Harris Contracting and Guarantee Electric to name a few.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

My objective on this call is to determine if Windy City Wire can bring value and become an asset to your organization. I am here to educate you on some of our unique labor saving features that can impact your bottom line. I find it most beneficial if my audience can include a field installer, warehouse manager, installation manager or Project manager, if one of these is not a change agent then a change agent should be present as well.

While doing a lot of listening and asking a lot of questions I always find it beneficial to see how you are currently operating in your warehouse. It gives me a better idea of how we can impact every aspect of your business from receiving material, storing and staging material for projects. At Windy City Wire we believe that each of our customers' needs are unique and we strive to partner with companies to ultimately make you as productive and successful as we possibly can. When you decide that we are a good fit, we can discuss the next steps of our partnership to ensure collective success.



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