

SALES BIOGRAPHY



Dan Hughes
Windy City Wire • Chief Sales Officer • 2001 to present

PREVIOUS INDUSTRY EXPERIENCE:

I started with Windy City Wire in 2001 after finishing my college years studying Marketing and Management at North Central College in Naperville, IL. Fast forward to my current role in the business, I have a great understanding of what it takes to help Windy City Wire continue to win on a daily basis.

MY POSITION AT WINDY CITY WIRE:

Starting as an inside sales person in 2001, I spent countless hours cold-calling my days away, learning the industry and focused on building our west coast business. We didn't have the RackPack, the transportation devices, the 16 locations, or the manufacturing plant. All we had was SmartWire cable with some value-added benefits and our word. I started traveling for the business in 2004, creating some of the best working partnerships we have at Windy City Wire today. In 2008, we created our patented labor reducing system. Our solution needed to be seen and touched, so we formed our Outside Sales Team and I was asked to help manage those efforts in gaining us exposure. Fast forward to 2014, I was asked to help lead us to where we are today. Some of my key victories include supplying the cabling for the security upgrades at the Pentagon, JP Morgan Chase, Wells Fargo, Kaiser Permanente, Burberry, Southern California-Edison, Lowes, Department of Health, 3M, Oracle, and Facebook.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

I am always interested in finding out more about how our prospects do business. I look to find out how your business completes the install, what type of cable is pulled, what you value in partnerships, then discuss Windy City Wire's approach to the marketplace and our commitment to our customers. Our direction and approach is all about providing a quality solution making the customers life easier, eliminating headaches, and attacking labor on a daily basis.

CONTACT ME TODAY FOR MORE INFORMATION!



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