

SALES BIOGRAPHY



Daniel Gadbois
Windy City Wire • VP Sales Northeast Regional • 2008 to present

PREVIOUS INDUSTRY EXPERIENCE:

1996 – 2008 Connect-Air International; Phoenix, AZ. I initiated start up for CAI's first remote branch selling low voltage wire and cable to integrators and electrical contractors in the Southwest. Eventually working my way up to VP of Sales overseeing 7 CAI locations.

MY POSITION AT WINDY CITY WIRE:

In my 8+ years with Windy City Wire I have covered the entire Northeast region as an outside sales rep, spending most of my time on the road visiting existing customers and calling on new prospects and referral business. I am most proud of the fact that I was able to gain spec position on projects at MIT, Harvard and Mass General. Also, helping to bring on the region's largest AV integrators; Adtech Systems and Red Thread, as well as some of the Northeast largest electrical contractors; Ferguson Electric, JM Electrical and J & M Brown Electric.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

My objective on a first visit sales call is to give a brief history of Windy City Wire followed by a presentation of our value add proposition and how a partnership with Windy City Wire can bring value add to your firms bottom line.

In addition to listening to your organizations need, I always find getting a tour of your warehouse is always extremely helpful, to better understand your operation flow.

My ultimate goal is to determine whether or not Windy City Wire can be an asset to your organization. If you determine after my presentation that you feel we can be a benefit to your firm and your field personnel, we will move the process forward to initiate the change that can benefit your organization.



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