

SALES BIOGRAPHY



Dean Holt
Windy City Wire • Regional Outside Sales Representative • 2014 to present

PREVIOUS INDUSTRY EXPERIENCE:

From 2003 to 2006 I was the Inside Sales rep for Tennessee Valley Electric Supply Company, where I sold pole-line hardware to utility companies throughout the south. I started my career with Anixter as an Inside Sales Rep in 2006. Throughout the years I worked hard and was promoted to Inside Sales Manager. At Anixter I sold Data and Security products to Data/Communication Contractors, Security Integrators and end users, until I joined Windy City Wire (WCW) in April of 2014.

MY POSITION AT WINDY CITY WIRE:

I am the Regional Outside Sales Representative for WCW for Tennessee, Arkansas, Mississippi, and Louisiana. I spend most of the time visiting with customers (new and existing) and educating them on how we are able to significantly reduce their labor costs. Some of my major accounts include Beacon Technologies, Memphis Audio, Access Data Network Solutions, Arcom, AlarmTec – Little Rock, Professional Technologies, Walker J Walker and Gallaher & Assoc. With these companies I demonstrated how WCW could help them win more projects with our RackPack Field Systems Solution (RPFSS). With over 500 million linear feet pulled annually from RackPacks, the RPFSS is a proven solution for reducing labor costs.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

I like to be as efficient as possible on each and every call so I can be as courteous as possible with your time. I find the meetings that go the best include what I call “Agents of Change”. Those are the individuals that have the power within the organization to switch to or add a new supplier to the vendor pool. Over the years I have found it most helpful if my audience can include a field technician, the warehouse manager and an installation or project manager, if one of these is not an Agent of Change then the Agent of Change for your organization should be present as well.

In addition to me doing a lot of listening and asking a lot of questions, I always find getting a tour of your warehouse to better understand your operation flow is always extremely enlightening and helpful.

My ultimate goal from every call is to determine if Windy City Wire can become an asset to your organization. If we cannot be a significant net positive to your company I will let you know and I won't take any more of your time. If on the other hand we determine we can be a partner that will bring you significant value that your organization is currently not seeing, then you should expect me to offer solutions that will allow your company the means of expediting our product and services to the benefit of your organization as quickly as possible.

CONTACT ME TODAY FOR MORE INFORMATION!



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