

SALES BIOGRAPHY



Jeannette Lindenman
Windy City Wire • National Account Manager • January 2016 to present

PREVIOUS INDUSTRY EXPERIENCE:

I am a sales professional with diverse experience in various industries including financial and legal services and wire and cable. In 2013 I transitioned from service to product sales as National Account Manager at ConnectAir, focusing on Schneider Electric and InsideIQ Building Automation Alliance. I started my career at Windy City Wire in January 2016.

MY POSITION AT WINDY CITY WIRE:

My position at Windy City Wire as National Account Manager focuses on building relationships with automation control manufacturers (OEMs). Developing relationships with various OEMs is the key component of providing a complete solution to our controls and electrical contractors. I work with OEMs developing a deep understanding of the communication requirements of control systems, identifying specific communication cables that meet these specifications, and developing solutions to bring the value proposition of our RackPack Field Systems Solution to their dealer or partner network.

Current national accounts include EMCOR, TRANE, Reliable Controls, PSA, and NetOne, where we are expecting revenue increases of over 15%. Additionally, relationships built in the building automation industry coupled with wire and cable industry knowledge and experience have secured several control contractor relationships, such as LONG Building Technologies and Utah Yamas Controls. LONG Building Technologies is projected to grow 236% and Utah Yamas Controls will increase to more the 10 times 2015 revenue.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

I will be fully prepared to understand every aspect of running a business and be sensitive to the needs of customers at every level. From the needs of the purchasing department entering orders through the project managers bidding jobs and needing to minimize labor costs in order to be competitive, to business owners who understand the value of a true vendor partner. I will learn about your business operations and demonstrate solutions in areas where I am confident our RackPack Field Systems Solution will bring significant value to your organization.



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