

SALES BIOGRAPHY



Jeff Stramella
Windy City Wire • Mid-Atlantic VP of Sales • April 2017 to present

PREVIOUS INDUSTRY EXPERIENCE:

I have been in the construction industry for over 11 years. I started off in the civil construction field as a Superintendent and then moved into the Low Voltage Security industry as an integrator (9) years ago. I proceeded to improve my skillset as a project manager until I was promoted to a Director of Operations with a security/fire integrator firm prior to joining Windy City Wire in April 2017.

MY POSITION AT WINDY CITY WIRE:

As the Mid-Atlantic VP of Sales for Windy City Wire, I will support our inside sales team to ensure exceptional customer satisfaction. I plan to grow the Mid-Atlantic region by maintaining great relationships with current WCW clients, developing new WCW clients, and coordinating/maintaining relationships that I have developed over the last 11 years as a Security Integrator. My mission is to achieve excellent customer service, fast/accurate delivery of product, and exceptional communication between our clients and myself. I will continue to work with clients and potential clients to identify areas I/we can improve and accept all feedback to make their lives easier.

I will work diligently to gain trust between myself and all clients that will ultimately develop long lasting relationships.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

I will focus on the clients labor cost and demonstrate how WCW can significantly reduce those costs by presenting our patented RackPack Solution. I want to meet with everyone that will be affected by our RackPack Solution from Operations Managers, to Procurement Agents, to Project Managers and Field Technicians. It is my goal to spread the word of how our system will reduce labor costs and make the lives of a field technician easier and less strenuous. These meetings can take place anywhere from office settings, warehouse locations, or even the field so we can keep everyone productive in the environments they are used to working in.



Jeff Stramella • Mid-Atlantic VP of Sales
45448 East Severn Way, Suite 110 • Sterling, Virginia 20166
T 800.379.1191 • D 410.507.1167 • F 630.633.4930
C 410.507.1167 • jstramella@smartwire.com