

# SALES BIOGRAPHY



Jennifer Erni  
Windy City Wire • Regional VP Sales • 2015 to present

## PREVIOUS INDUSTRY EXPERIENCE:

I started my career in 1998 as an Industrial Engineer for a wire manufacturer in PA and moved up the ladder to Plant/QC Manager. I then took a position as a sales engineer for Belden in 2000 and spent 8 years specifying and selling wire to A&E's, integrators, contractors, and GC's in NYC, NJ, PA and DE. Following my tenure at Belden, I started my own rep firm from 2008 to 2010, concentrating in the data center/IT market. In Dec. 2010, I accepted a position as a Regional Sales Manager for Honeywell covering NYC, LI, NJ, PA, DE, MD, DC/VA, leaving in 2015 to join Windy City Wire.

## MY POSITION AT WINDY CITY WIRE:

I am the Regional VP of Sales for the Mid-Atlantic area including NYC, NJ, Eastern PA and DE. I focus on the growth of existing accounts and working with new customers to educate them on our products and solutions. I work with systems integrators, electrical contractors, A/V specialists, architects and engineers. I use my years of knowledge in the wire and cable industry working with new and existing customers, growing and maintaining relationships.

Some of the largest integrators and electrical contractors in the area that I work with on a daily basis include; Convergent Technologies, MSE, The Protection Bureau, Kastle Systems, Vector Security, Unlimited Technology, Hatzel & Buehler, Linear Technologies, J.W. Carrigan, The Tri-M Group, Complete Security Systems, B&H Securities, MSA, Touchtel Technology Group, ADCO Electric, Corporate Electric, ESCC, Delco Electric, Allen Briteway and Star-Lo Communications.

Our wire is currently being installed on projects such as The World Trade Center, Hudson Yards, NYU Langone Medical Center and the New Physics Building, The Empire State Building, the new Comcast Tower in Philadelphia, the Queens Midtown Tunnel, Coney Island Pier, Glaxo SmithKline, Novartis, JPMC.

## WHAT TO EXPECT FROM ME ON MY SALES VISIT:

I like to do my homework and learn about your company before my first visit to determine how Windy City Wire can benefit your company. I know time is money and you are very busy, so I try to be as respectful and efficient as possible with our meeting time. I find that we will get the most out of the call if we have the decision makers present at our meeting, including PM's, installers, purchasing and warehouse manager. I like to see a company's warehouse to explain how our RackPack Field Systems Solution can make materials management more efficient.

The goal of my sales call will be to educate on you on how Windy City Wire is different from all of the other manufacturers and distributors that try to sell you wire on price alone, and determine if we can become an asset to your organization. My hopes are that we can become a vendor partner with your company and bring value to your organization that you don't see from the other wire vendors. Our solutions will offer your company a more efficient way of installing wire and benefit you with labor savings on every project from the start when you use our RackPack Field Systems Solution.



Jennifer Erni • Regional VP Sales  
171 Rittenhouse Circle • Bristol, Pennsylvania 19007  
T 800.379.1191 ext 2828 • D 267.552.6018 • C 267.969.2027  
F 630.633.4828 • jerni@smartwire.com