

SALES BIOGRAPHY



Jessica McCauliff
Windy City Wire • Regional VP Sales • 2014 to present

PREVIOUS INDUSTRY EXPERIENCE:

In 2004, I started with XceedID as their Western Regional Sales Manager. I remained with them until they were acquired by Ingersoll Rand in 2009. From there, I worked for S2 Security, an Access Control Manufacturer, as their Pacific Northwest Regional Sales Manager until 2012. I started with VTI Security in August of 2012 as an Account Executive. I remained there until 2014 when I became employed by Windy City Wire.

MY POSITION AT WINDY CITY WIRE:

My position at Windy City Wire is the Outside Sales Manager for Colorado, Northern CA, Nebraska, Kansas including Kansas City, MO. I work with a dynamic inside sales team to collectively identify and sell to low voltage integrators and electrical companies. We work to successfully market the brand that is Windy City Wire enabling our partners to experience the labor saving tools that the RPFSS has to offer. I also manage and work closely with the 2 warehouse managers located in my territory to provide sufficient ample inventory to handle the market needs.

Some of my successes include getting Windy City Wire specified in projects such as Stanford Hospital, Golden State Warriors new stadium, Rams stadium, Denver International Airport, Kansas University Medical Center as well as Apple's new headquarters. In addition, I have had the pleasure of working closely with strong partners in my territory including Redwood Electric, Netronix, RFI, Northland Controls, IME, LEI, Shaw Electric, Capital Electric as well as C&C Group.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

You can expect an enthusiastic and knowledgeable demonstration of the Windy City Wire offering. This will range from our dynamite ability to service the customer to our world-wide pioneering labor savings tools. You, as a customer, can expect a conversation based upon your needs and what is ultimately important to your business. This will be achieved by an initial Q&A at the start of our time together. To help streamline this process, it is helpful for me meet with members of the organization who can make a timely decision to standardize on our offering. Historically, members of the operational team including field technicians as well as warehouse managers greatly benefit from the WCW solution so it is beneficial for their attendance. Understanding how WCW can be an asset to your company is our goal. These conversations as well as a tour of your facility help will me to better understand how we can accomplish this.

At Windy City Wire, we believe each customer/circumstance is unique and we strive to partner with companies to ultimately make you as successful as we can. We will discuss the value that the RPFSS can bring to your organization, starting with ordering and receiving the product, all the way to the ease of pull at the installation level. When you decide that our respective companies are a good fit, we can discuss the next steps of our partnership to ensure collective success.



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