

SALES BIOGRAPHY



Paula Neubauer
Windy City Wire • Southern Mid-Atlantic VP of Sales • 2014 to present

PREVIOUS INDUSTRY EXPERIENC:

I have spent the past 15 years in a variety of sales positions in a multitude of industries including, hospitality, greeting cards, food manufacturing/imports and transportation/logistics. These experiences have provided me a solid business foundation to build relationships through dedication, loyalty and commitment. I started my career with Windy City Wire in July 2014.

MY POSITION AT WINDY CITY WIRE:

My position at Windy City Wire is Regional Outside Sales for North and South Carolina, and the southern part of Virginia. I relocated to the Southeast in October 2014 from Illinois. I work with a knowledgeable inside sales team to collectively identify those low voltage integrators and electrical contractors that can benefit from our products and systems. We work to successfully market the brand that is Windy City Wire enabling our partners to experience the labor saving associated with our goods and services. I also work closely with our Charlotte warehouse manager to make sure we have the inventory on hand to handle the expanding needs of this fast growing market.

In the short time that I have been working my territory we have seen significant growth with a sales increase of 46% from 2014 through 2015 with 2016 on the same type of pace. The vast majority of this growth has come from the establishment of new accounts including companies such as Electro Services, Providence Building Systems, BVS Systems and Sonitrol/Columbia, SC just to name a few.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

You can expect a thorough demonstration of the RackPack Field Systems Solution. This will include all features of SmartWire, the RackPack and the transportation devices. You, as a customer, can expect a conversation based upon your needs and what is ultimately important to your business. We can achieve this by an initial question and answer session. Once we determine your needs, we can see if what Windy City Wire has to offer is a good fit for you and your team. Also, it may be helpful for me to meet with other members of your team who would benefit from our solution. Historically, the operations team, field technicians as well as warehouse managers greatly benefit from our solution. Having you understand how Windy City Wire can be an asset to your company is our goal. Once you decide that we are a good fit, we can discuss the next steps to build this relationship to ensure great success.



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