

SALES BIOGRAPHY



Rich Galgano
Windy City Wire • Founder and CEO • 1994 to present

PREVIOUS INDUSTRY EXPERIENCE:

From 1989 to 1994 Inside Sales GNWC, Downers Grove Illinois, sold all types of wire and cable (power, industrial, building and low voltage wire) to electrical contractors and low voltage integrators throughout the United States

MY POSITION AT WINDY CITY WIRE:

While my role in sales has diminished through the years some of my best days were spent focused on sales. The first few years in business I spent 80 percent my time on the road, cultivating accounts for our new company, little did I know what this company would become in just 22 short years. I am most proud of the fact that many, if not most of those relationships that I established 20 plus years ago, still exist today. While the parties that transact the business on a day-to-day basis have changed, our commitment to the highest quality products and level of service has not, and that core principal is one of the factors that has allowed us to maintain those great long-term relationships.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

I like to be as efficient as possible on each and every call so I can be as courteous as possible with the your time. I find the meetings that go the best include what I call "Agents of Change". Those are the individuals that have the power within the organization to switch to or add a new supplier to the vendor pool. Over the years I have found it most helpful if my audience can include a field technician, the warehouse manager and an installation or project manager, if one of these is not an Agent of Change then the Agent of Change for your organization should be present as well.

In addition to me doing a lot of listening and asking a lot of questions, I always find getting a tour of your warehouse to better understand your operation flow is always extremely enlightening and helpful.

My ultimate goal from every call is to determine if Windy City Wire can become an asset to your organization. If we cannot be a significant net positive to your company I will let you know and I won't take any more of your time. If on the other hand we determine we can be a partner that will bring you significant value that your organization is currently not seeing, then you should expect me to offer solutions that will allow your company the means of expediting our product and services to the benefit of your organization as quickly as possible.

CONTACT ME TODAY FOR MORE INFORMATION!



Rich Galgano • Founder and CEO
386 Internationale Drive, Suite H • Bolingbrook, Illinois 60440
T 800.379.1191 ext 2805 • D 630.633.4505 • F 630.633.4805
C 630.310.4023 • rgalgano@smartwire.com