

SALES BIOGRAPHY



Travis Sealock
Windy City Wire • Outside Regional Sales • 2008 to present

PREVIOUS INDUSTRY EXPERIENCE:

In 1997, I began my wire and cable career at Connect-Air International as the warehouse manager, and worked my way up to an inside sales roll. After a couple of brief stints at other distribution channels I found my home with Windy City Wire in 2008. At Windy City Wire, I have worked as an inside sales representative and transitioned into my current role in 2014, where I manage the SW Region as the Outside Sales Manager.

MY POSITION AT WINDY CITY WIRE:

In my position at Windy City Wire, I manage the Arizona, Southern Nevada, New Mexico, Utah and South Western Texas areas. I work hand in hand with the inside sales team to bring exposure to our patented labor savings system, the RackPack Field Systems Solution. This dynamic team approach we create for each customer is designed to support your individual business goals, including cost and time savings while establishing a safe workplace.

I have found my greatest successes have been born from my most successful partnerships, where I have had the privilege to be involved with such projects as Banner Health, Salt River Project, Arizona State University and University of Arizona where we have assisted with security, fire alarm and HVAC control additions and upgrades.

WHAT TO EXPECT FROM ME ON MY SALES VISIT:

You can expect me to arrive eager and excited to learn about your needs and concerns as it relates to your wire and cable purchases and installation processes. By better understanding the current pain points that you have, I will be able to demonstrate the best labor savings solution for your team.

My first step is to have an open and honest conversation about how you currently handle cable pulls. Once we have identified some opportunities for improvement, I will show you how our 20+ years of cable innovation can limit effort, reduce labor and create a safer, more efficient work environment.

In order to ensure we are meeting all organizational needs, we have found some key players to have in attendance at this meeting would be: members of the operations team, project managers, as well as warehouse managers. You can expect me to be upfront and honest about our capabilities and exactly how you will benefit from working with Windy City Wire.

At Windy City Wire we bring the immeasurable value of time savings every time you handle a box of cable. Not only does our system cut down time in the field, you also save time when cable is ordered, staged, pulled and terminated. We are able to offer quick, efficient, easy to read quotes and have added the ease of our eCommerce site, which has expedited the process even further. Our ever changing innovation is driven by the pain points that the technicians experience in the field and report to us. Most importantly we provide top of the line service and dedication to every customer. Our team's combined years of experience in the industry with both the cable and the system's needs set us apart from others.



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