

DAVID N. JACKSON, P.E.

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SUMMARY OF QUALIFICATIONS

Customer focused, results-motivated, entrepreneurial sales strategist with a record of achievement and demonstrated sales growth while providing award-winning sales leadership in competitive markets. Diverse sales and management experience. Team oriented leader who motivates others to exceed expectations.

CORE COMPETENCIES

- Leadership
 - Revenue Growth
 - Creative Problem Solving
 - Team Building
 - Negotiation
 - Closing Ability
 - Business Acumen
 - Financial Selling
 - Key Client Retention
 - Trusted Customer Advisor
 - Solution Selling
 - Collaboration
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PROFESSIONAL EXPERIENCE

ACCOUNT MANAGER, TRANE COMMERCIAL SALES

TRANE Commercial Sales Office, Fort Wayne, Indiana – 2001-Present

TRANE Commercial Sales Office, Lenexa, Kansas – 1998-2001

TRANE Graduate Training Program, Lacrosse, Wisconsin – 1998

As a 100% commissioned Trane Account Manager I am Responsible for developing long-term customer relationships, maximizing account penetration and customer retention with building owner, contractor and consulting engineer/architect accounts.

Profile and Value:

- Effective and Accountable – I overcome complex business challenges and make high-stakes decisions using experience-backed judgment, strong work ethic and irreproachable integrity.
- Respect and Support Human Capital – I consider leadership a service to others. I am characterized as a leader among my peers. I motivate, mentor and lead. I live the culture and lead by example. I inspire effort and loyalty.
- Consistent Delivery of Results – I am driven by an intuitive need to plan and innovate in an effort to increase productivity. I am gifted with dogged determination and chronic curiosity which are the foundation for a skill set needed for revenue building strategies and tactics. I have a consistent record of delivering extraordinary results in growth, revenue, operational performance and profitability.

INDUSTRIAL SALES ENGINEER
RUSKIN, INC. – KANSAS CITY, MISSOURI

Formed a national sales strategy involving contractual signing of exclusive industrial representation. Responsible for all account management and customer service of newly formed nationwide network of representatives. Restructured business model and processes to streamline estimating, design and fulfillment of commercial and industrial sound control products to better serve the customer.

CONSULTING ENGINEER
LARSON BINKLEY & ASSOCIATES, INC. – KANSAS CITY, MISSOURI
KERR GREULICH ENGINEERING, LLC – LOUISVILLE, KENTUCKY

Larson Binkley and Kerr Greulich are both Mechanical (HVAC), Electrical and Plumbing consulting and design firms expert in the design and engineering of building infrastructure.

Oversaw a team of engineers and draftsmen in the timely and accurate production of engineered construction documents. Duties included the hiring and termination of employees, managing scheduling and workload of team members and mentoring and coaching team members for development and professional growth.

EDUCATION & TRAINING

Indiana University

Master of Business Administration

Thesis Title: Using Tacit Knowledge for Competitive Advantage: A Study of Sales Team Performance

Texas A&M University

Bachelor of Science - Mechanical Engineering Technology

Distinguished Student Award
Phi Theta Kappa Honor Fraternity
Vice President's Scholarship
Thornborough Memorial Scholarship

AFFILIATIONS

- Licensed Professional Engineer – Indiana License #10302147 - NCEES Record #51765
- U.S. Green Building Council – LEED Accredited Professional
- U.S. Green Building Council, Northeast Indiana Branch – 2011 State Board of Directors, 2011 Past Chairman, 2010 Chairman, 2009 Vice-Chairman, and 2008 Advocacy Chair
- Past President of the Texas A&M University - Heart of America Association of Former Students, Kansas City Chapter – Approximately 1,500 members
- Member of the Texas A&M University - Northern Indiana Association of Former Students
- Member Trinity Episcopal Church, Fort Wayne, Indiana
- Volunteer for the Fort Wayne Children's Zoo – Zoobilee Auction Fundraiser, Junior League of Fort Wayne, Community Harvest's – *Construction* Fundraiser, Visionwalk Supporter, Habitat for Humanity Supporter and donor to the United Way / Trane Philanthropic Fund