

KENNETH J KIWICZ

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PROFESSIONAL SUMMARY

Dynamic, flexible, and proactive chemical sales professional with 7 years' experience in outside business to business sales. Accomplished in new business development, account management, and customer service. Cultivates, nurtures, and maintains long-term customer relationships to boost sales and grow brand visibility.

SKILLS

- B2B sales
- National account management
- Business development
- Territory sales management
- Sales forecasting
- Strategic marketing

ACCOMPLISHMENTS

- Awarded District of the Year in 2016 and 2013 for achieving sales goals and helping others achieve theirs.
- Exceeded targeted sales goals by 15% for 180 months in a row and successfully managed \$2.3M in sales.

WORK HISTORY

Supervisor of Enterprise Technologies

VETBUILT Services, Inc. - Detroit, MI

09/2017 - Current

Manage relationships with veteran, disabled veteran, and minority based suppliers and clients. Organize sales calls with current customers and outside vendors.

- Oversee sales forecasting, goal setting and performance reporting for all IT accounts.
- Train peers and management team on internal system supports and implementation plans for enterprise technologies.

Regional Sales Representative | Technical Consultant

Sanitation Food Safety Consultants - Chicago, IL and Detroit, MI

03/2017 - Current

Specialty chemical and food safety consultant to the food and beverage industry. Perform audits and inspect customer sites to identify areas of concern in the food processing manufacturing environment then provide facility with an actionable plan for improvement.

- Assist customers that require emergency interventions, are working on a new product launch, or want to improve their existing sanitation program.
- Created, delivered, and trained teams on 1000+ Sanitation Standard Operating Procedures or SSOP's.
- Restored operations on a consistently down line at a beverage manufacturer by recommending innovative bio-film removal chemicals and procedures and providing on-site support resulting in a savings of \$1M+.

Account Manager | Project Manager | Food and Beverage

Ecolab Inc - Chicago, IL

11/2012 - 02/2017

Worked in field sales to provide technical consultation and chemical solutions for treating and maintaining water distribution systems. Advised customers on innovation in cleaning and sanitation chemicals and techniques to use on their mechanical processing equipment and facilities.

- Ensured food, beverage, meat, dairy, pharmaceutical, and health and wellness product manufacturers delivered safe quality products that met or exceeded FDA and USDA standards.
- Increased sales growth of 17.9% or 5966.7% of goal on a \$1,567,746 territory in 2016.
- Developed and maintained relationships with contacts in quality, safety, operations and C-level management at 30+ customer accounts including Coca Cola, Nestle, Kraft and Malcolm Meats.
- Delivered 120+ business review presentations to plant management and 200+ customer training sessions on chemical safety, SDS, HACCP, BRC, SQF, FSMA, GFSI and sanitation manager certifications.
- Saved customers 108M gallons of water, 52,000 DTH of natural gas, and over 2,300,000 kWh in electricity and counting working on continuous improvement projects.
- Proposed, quoted, sold and managed more than 12 capital equipment projects from \$10K-\$500K.

Clinical Research Associate

Henry Ford Hospital - Detroit, MI

01/2011 - 10/2012

Assisted more than 20 different doctors and nurses in the ER at a Level 1 Trauma Center as part of a prestigious premedical student volunteer program.

- Screened 1000+ patients, acquired their consent when necessary and enrolled eligible patients.

Sales Representative | Web Developer

KBC Marketing - Detroit, MI

10/2007 - 12/2011

Worked in outside sales with new and existing clients. Grew and managed the brand and increased inside sales by learning HTML and Google tools to increase exposure while attending Oakland University full-time.

- Increased inside sales 500% (2010 and 2011) by developing a website and creating marketing campaigns.
- Delivered 100% customer retention (2009, 2010, 2011) by increasing customer and brand loyalty.
- Increased outside B2B sales by more than 30% per year through customer and online referrals.

Customer Service Applications Engineer

ZF Group - Livonia, MI

02/2005 - 12/2007

Provided support to Ford as part of the Customer Service Applications Group Presented and tested engineering braking and roll stability control solutions while supporting logistics between Ford and TRW and attending Kettering University full-time.

- Contributed to the prevention of 2 potential recalls by cleaning up supplier issues in the field.
- Delivered \$2.2B in potential savings by ensuring supplier compliance.
- Managed and trained 20+ contract workers to put into place at customer facilities to ensure products supplied were within contract specification.

EDUCATION

Bachelor of Science: Biological Sciences | Minor in Physics

Oakland University - Rochester Hills, MI

2012

- Dean's List, Fall 2011, Winter 2012
- Recipient of Michigan Merit Scholarship
- Emphasis in Pre-Medical Studies

Bachelor of Science: Mechanical Engineering

Kettering University - Flint, MI

2006

- 44 credits transferred to OU in 2007
- Member of Aerospace Club
- Recipient of Presidential Merit Scholarship

VOLUNTEER WORK

- Alumni Admissions Ambassador | 08/2017-present | Oakland University | Rochester, MI
- Campaign Volunteer | 07/2017-present | Charity Water | New York, NY
- Blood Donor (23 times) | 11/2004-present | American Red Cross | Chicago, IL
- Guest Information Desk (150+ hours) | 01/2011-10/2012 | Henry Ford Hospital | Detroit, MI
- Clinical Research (150+ hours) | 05/2011-08/2011 | Henry Ford Hospital | Detroit, MI

PROFESSIONAL ORGANIZATIONS

- Chemical Consultants Network | 07/2017-present | Cynwynd, PA
- Project Management Institute | 11/2016-present | New Town Square, PA
- OU Alumni Association | 05/2012-present | Rochester, MI
- American Chemical Society | 05/2011-present | Washington, DC