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SENIOR SALES EXECUTIVE

Strategic Partnerships & Profitable Revenue Growth

Award winning sales leader with comprehensive experience in business to business acquisition, account retention and client relations. Proven track record of success in RFP wins, program implementation and client partnerships. Strategic thinker and solid problem solver in evaluation of customer initiatives and company goals. Exceptional ability to increase revenue, secure high margin percentages and deliver a superior level of customer satisfaction to complex enterprise account portfolios.

- **Strategic Account Management**
- **Program Development**
- **Matrix Analysis**
- **Contract Negotiations**
- **Implementation Expertise**
- **Margin Growth**

PROFESSIONAL EXPERIENCE

OFFICE DEPOT, Boca Raton, FL

2010 to 2016

Global Account Manager

Headed a Fortune 500 account portfolio and developed the business relationship as primary point of contact for 15 corporate clients with an individual minimum revenue of \$1M. Increased yearly account portfolio of \$15M-\$25M from 4%- 25% each year. Negotiated contract renewals and extensions. Strategized and submitted RFP responses.

- Surpassed assigned goals in 6 of 7 years. Finished plan at 125% in 2016 and 114% in 2015. Maximized client profitability by offering alternate product selections, strategically updating pricing, introducing other lines of business and by adding \$2.5M in increased new program revenue in 2016.
- Portfolio: Areva, Bechtel, Colgate-Palmolive, DuPont, Entrepreneur's Organization, Henry Schein, Hertz, Icahn Private Equity, M&T Bank, Publicis Group, Securitas, Seventh Day Adventist, SGS, Teva Pharmaceuticals, Xerox.
- Won \$24M in contract renewals: Bechtel \$6M | EO \$4M | Publicis \$6M | Teva Pharmaceuticals \$5M | Xerox \$4M.
- Created furniture standards program for Hertz Car Rental HQ in Estero, FL. in collaboration with major manufacturer. Won \$2.5M for HQ site and over \$5M in future add on revenue for the next 3 to 5 years.
- Forged partnership between vendor and customer sourcing team to secure a multi-million-dollar agreement with Hertz Car Rentals for LED lighting at all airport locations nationwide.
- Expanded client satellite location compliance by 10% yearly in aggregate, thus surpassing goals and delivering an optimum customer experience. Results attained by organizing local sales teams to assure client location coverage. Implemented customer location spend reporting to identify program revenue leakage. Maximized account management performance and increased individual account revenue from 2%-20% annually.
- Accelerated client growth by 3%-5% yearly by introducing new product lines. These added categories provided increased revenue, sustained client savings and expanded the partnership.
- Increased revenue by 15% by facilitating immediate implementation of complex Group Purchasing Organization and Private Equity start up programs, thus accelerating revenue through maximum program participation.
- Analyzed client KPIs and prepared customized presentations for quarterly Business Review meetings.
- Secured over 10% revenue by resolving outstanding payment issues due to three-part matching program for 3rd-party order placement systems, Oracle & Ariba. Developed and coordinated action plan with client and company teams to uncover and resolve challenges, thus retaining clients and increasing overall account profitability.

CORPORATE EXPRESS, Aurora, CO / **STAPLES**, Englewood, NJ**1995 to 2009****Strategic Account Manager**

- Won the Presidents Council Award for attaining highest margin percentage. Received the Outstanding Achievement Sales Award and the Inner Circle Award for attaining superior client growth and revenue results.
- Single point of contact for over 25 strategic accounts with minimum \$1M annual spend. Increased revenue 2%-6% per year. Industries included banking, construction, education, hospitality, insurance, manufacturing, pharmaceuticals and retailing.
- Portfolio: Ann Taylor, Associated Press, Blue Cross/Blue Shield, Brown Brothers Harriman, Chase, Children's Place, CIT Group, Credit Suisse, Deco, Mars, Novartis, Pearson Education, Thyssenkrupp Elevator, Unilever.
- Generated \$17M in revenue completing 3-year contract renewals with Unilever \$6M | Ann Taylor \$4M | Empire Blue Cross/Blue Shield \$3M | Thyssenkrupp Elevator \$4M.
- Increased revenue by \$200K by implemented furniture standards catalog with on-line access for all ThyssenKrupp Elevator locations. Program centralized order placement and accelerated end user participation.
- Forged a 25-year partnership as preferred vendor for Livingston, N.J. based The CIT Group. Delivered win-win solutions by continually providing program innovation and savings.
- Reduced costs by 15% for Ann Taylor by developing kitting program for all new start locations. Startup orders were shipped on skids to the Ann Taylor warehouse then delivered to each store along with each initial new store shipment.
- Provided a 2%-5% yearly client savings and a 100-300 basis point margin increase by implementing the Catalog Item Rationalization and Demand Management Selection analysis.

ADDITIONAL RELEVANT EXPERIENCE**STATEWIDE OFFICE SUPPLIES**, Fairfield, NJ**1988 to 1995****Owner and Vice President**

Founded service orientated and competitively priced national distributor of office products servicing small, mid-size and large customers. Partnered with S.P. Richards Company to develop national next day delivery program.

EDUCATION

- **Bachelor of Science** - Business Administration, West Chester University of Pennsylvania, West Chester, PA

PROFESSIONAL DEVELOPMENT

- **Sales Training**
 - ☐ Strategic Selling – Miller Heiman
 - ☐ Conceptual Selling – Miller Heiman
 - ☐ PSS Sales Training
 - ☐ Jack Daly – Hyper Sales Growth

COMPUTER SKILLS

MS Excel | MS Word | PowerPoint | Salesforce.com

ADDITIONAL INFORMATION

Additional experience and references will be made available upon request.