

Robert J. Gonze
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QUALIFICATIONS SUMMARY

Pioneering and Innovative Sales and Marketing Leader with proven expertise in: Start-up Operations, Turnaround Management, Key Account Sales and Service, Global Vendor Sourcing, Contract Negotiations, TQM, and P&L Accountability.

- * 45+ years of experience in manufacturing and direct, wholesale and retail sales
- * Compassionate leader and firm believer that people are an intangible asset
- * Turnaround management of underperforming sales and operations
- * Progressive thinker and action-oriented problem-solver, achieving goals/profit
- * Strategically analyzing market opportunity and implementing process to achieve

Applied Knowledge & Demonstrated Strengths

Empowering individuals/teams ... Achieving strategic objectives ... Needs-based sales skills ...
Entrepreneurial skills/success ... Hands-on involvement ... Understands customer requirements ...
Selling to numerous disciplines at all levels ... Clear and concise communicator ...
Detailed follow-up and sales support ... Finding new solutions to old problems

PROFESSIONAL AWARDS

- * Pittsburgh Entrepreneur of the Year – Turnaround
- * Who's Who in American Society and Business

PROFESSIONAL EXPERIENCE

2020 – Retired for joyful entertainment and happiness

2009- 2020 Sign-A-Rama franchise owner, Blue Sky Sign Company Greensburg, PA

OWNER

- * Traded debt for ownership of one of 900 store franchise of sign making and sales; rebuilding sales through network marketing, quality products delivered on time, awesome customer service, and creative design
- * Dumped franchise for non-performance, started independent sign company, grew sales to over \$1 million annually with four employees becoming one of Greensburg's premier businesses and was Westmoreland Chamber of Commerce's Business of the Year in 2020
- * Sold business to employees who helped make business successful, mentor their success and now working part time at Greensburg Country Club with Brightview for golf course maintenance

2006-2008, Kelly Simon Productions, Latrobe, PA

Independently operated provider of trade show productions

GENERAL MANAGER / SALES MANAGER / INVESTOR

- * Directly responsible for managing P&L, strategic planning, business plans, sales & marketing, operations, sales prospecting, and team leadership.
- * Actively facilitate marketing and development of trade shows including: Law Enforcement, Fire & EMS, Automotive, Equine, Home Shows, Beer Festival, and Wine Festival.
- * Ensure attendee and exhibitor satisfaction by exceeding customer requirements in trade show business and sign business.

2004-2006, The Workshops of Gerald E. Henn, Warren, OH

Privately-owned direct selling operation with 2,000 national sales staff

PRESIDENT - MANUFACTURING

- * Consolidated management of basket, candle, and pottery manufacturing centers.
- * Orchestrated all aspects of an international import program for consumer goods, including pottery, glass, wrought iron, and packaging.
- * Established QC manuals and audit process for 3rd party resident inspection team in Asia.
- * Worked closely with designers to create products and write manufacturing specifications.
- * Sourced international quality suppliers by traveling to factories in Europe and Asia.

2000-2003, Glassworks WV, LLC, Weston, WV

America's largest remaining mouth blowing, handmade, glass factory

PRESIDENT / CEO / DIRECTOR / PARTNER

- * Acquired and directed a highly customized manufacturing operation with 250 employees.
- * Secured a \$28 million purchase order to fund takeover.
- * First manager to have a daily shop-floor presence in 25 years.
- * Improved internal/external stakeholder relations with Chamber of Commerce association and developing an annual community glass festival.
- * Identified P&L crisis and implemented reorganization strategy.

1998-2000, Leed's Business Accessories, New Kensington, PA

The most awarded supplier in the promotional products industry, with sales currently exceeding \$275 million annually; www.leedsworld.com

DIRECTOR OF OPERATIONS

- * Managed production during a rapid period of sales growth - from \$44 million to \$57 million.
- * Spearheaded quality and productivity improvements through purchase of new technology.
- * Devised competitive pricing and uniform quality criteria with sub-contractors and adhered to on-time performance on order deliveries.

1985-1998, St. George Crystal, Ltd, Jeannette, PA

OEM Manufacturer of lead crystal giftware and lamp & lighting products

PRESIDENT / CEO / INVESTOR

- * Obtained control of a failed operation and turned it into a successful one with growing assets.
- * Grew sales to \$24.5 million, which included \$2.5 million in annual pre-tax profit.
- * Increased staff from 10 original staff to 280 non-union hourly and salaried staff.
- * Built a 100,000 sq. ft. warehouse with land acquisition and financing, which subsequently improved logistics and reduced transportation costs.
- * Traveled to Europe to attend trade shows, visit competitors and create new mold equipment.
- * Purchased assets of EDM-capable Italian mold manufacturing facility and moved entire production in-house to Jeannette location.
- * Built trust with employees through ongoing meetings and open-book management.
- * Personally taught The Great Game of Business concepts to employees in the lunchroom.
- * Diversified and grew product lines for different market niches, OEM distributors, private label customers, and began brand name product line for mass merchant and department stores.

Mayer China Company, Beaver Falls, PA

Manufacturer of commercial food service china; union facility with 325 employees.

PRESIDENT / SALES MANAGER / OPERATIONS PLANNER**Dreadnought Imports, Ltd, Pittsburgh, PA**

Wine importer & distributor; first wine retail showroom in Western PA

PRESIDENT / FOUNDER**Brown Jug Liquor, Anchorage, AK**

Retailer of wines & spirits

VICE PRESIDENT OF SALES / PURCHASING MANAGER**BACHELORS EDUCATION**

State University of New York at Syracuse University, Syracuse, NY

Bachelor of Science in Resource Management (Magna Cum Laude)

PROFESSIONAL MEMBERSHIPS

- * Associated Glass & Pottery Manufacturers, Member, Director, VP, President, 2000-Present.
- * Numerous Chamber of Commerce memberships in the past