

Eric M. Quinn

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SENIOR MANAGEMENT EXECUTIVE/PRESIDENT

Purpose-driven leader with a proven track record of success growing revenue and profits by creating and inspiring elite teams. Recognized history of achieving results by maximizing the talent of others, building relationships based on trust, and developing and sustaining winning cultures.

Core Competencies include Strategic Planning, Customer Development, Process Improvement, International Sales and Sourcing, Solution Selling, Team Building, Innovative Problem Solving, New Business Development

Industry experience in Consumer Products, Building Materials, and Supply Chain Management

PROFESSIONAL EXPERIENCE

GBI TILE & STONE, INC, Huntington Beach, CA

2007-2017

GBI is a global provider of hard surface (tile and natural stone) business solutions. A mid-size company, with over 200 employees in 4 countries and operations in the U.S., Mexico, Portugal, and China.

President, Huntington Beach, CA/Mooresville, NC

2010-2017

Led sales, marketing, operations, manufacturing, international and domestic sourcing, finance, legal, and HR.

- Succeeded in leading a company from declining revenue and losing money to over **33% revenue growth** and **significant profit growth** while **reducing expenses 3% with no outside funding**.
- Delivered turnaround of foreign factory in Portugal from **4 consecutive years of losses to four years of profitable sales growth saving this entity from government closure**.
- Built relationships with VP-level at Lowe's Home Improvement, the Company's largest customer. **Sales to Lowe's grew 54% during this time**.
- Directed startup of a commercial sales channel which is now supplying **Turner Construction, Marriott and Hilton, averaging 50% annual sales growth and achieving profitability in three years**.
- **Directed integration of new acquisition leading to new sales growth and new market penetration**
- Expanded bank line while reducing cost of borrowing; Improved balance sheet and strengthened bank covenants.
- **Divested 3 unprofitable businesses** while maintaining overall company sales and profit growth.
- Led first-ever strategic brand assessment focusing the business into three sales channels under one company brand and organization.
- Implemented business process and measurement systems that led to **increased inventory turns by 20%, increased service levels 23%, and significantly reduced start-up costs with new suppliers**.
- Created talent development programs focusing on recruiting, training, and employee engagement.

General Manager, Jacksonville, FL

2007-2010

- Led startup of East Coast operation expanding Company's footprint and **doubling distribution sales**.

ES3, LLC, Keene, NH**2002-2007**

ES3 provides technology, transportation, warehousing, and supply chain optimization solutions to over 30 manufacturer customers including six of the Top 20 largest food companies in the U.S

Vice President, Business Development

- Led acquisition of over 20 customers including **Del Monte and Unilever. Annual revenue increased from under \$20 Million to over \$200 Million.**
- Led new solution design using supply chain modeling analytics, contract development and negotiation.

ENABLE TECHNOLOGIES, INC., Jacksonville, FL**2000-2002**

First of its kind logistics and technology company, providing consolidated shipping and out-sourced supply chain solutions for mid-size Food and Consumer Packaged Goods (FCPG) companies and their retailer customers. Spin-off from Acosta Sales and Marketing.

Vice President, Sales

Founding member of strategy team that partnered with Accenture to create this new business.

- Led acquisition of 33 client contracts resulting in sales growth from \$0 to **\$15 Million in annualized revenue during first 18 months** of operation including sales to Tyson Foods, Alcoa Consumer Products, Kikkoman, Hain-Celestial, and American Italian Pasta Company.

ACOSTA SALES AND MARKETING, Jacksonville, FL**1994-2000**

Founded in 1927, Acosta is the leading outsourced sales and marketing agency in the world, serving consumer packaged goods companies and retailers across the United States and Canada with revenues over \$2 Billion.

Vice President, Corporate Business Teams, Tampa, FL**Vice President, Customer Team Leader, Charlotte, NC****THE PROCTER & GAMBLE DISTRIBUTING COMPANY, Orlando, FL****1991-1994**

The Procter & Gamble Company is the leading provider of branded consumer packaged goods in the world.

Account Executive, Soap Sector

- **1 of only 2 Market Field Representatives promoted during national re-structure**

UNITED STATES NAVY**1985-1990**

Ranked among top 1% overall of all U.S. Navy Lieutenants

EDUCATION**UNIVERSITY OF FLORIDA; GAINESVILLE, FL**

1990-1992

Master of Business Administration (Marketing), May 1992; **Matherly Scholar**

UNITED STATES NAVAL ACADEMY; ANNAPOLIS, MD

1981-1985

Bachelor of Science in Mathematics (Operations Analysis), May 1985

Member, Sailing Team, ICSA Fowle Trophy Winner (all around national champion) 1983

Professional Affiliations and Community Leadership

- *Member Council of Supply Chain Management Professionals (CSCMP)-formerly CLM*
- *Queens University of Charlotte Parent Advisory Council*
- *Foundation for Mitochondrial Medicine, Regional Chair, Jacksonville, Florida*
- *Christ Episcopal Church, Chair Stewardship Committee (Annual Giving)*