

JOHN M. STOLOWSKI, JR.

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BACKGROUND SUMMARY

Senior Business Executive possessing a unique blend of leadership and general management skills. Well-rounded business background in sales, marketing, and supply chain management. Demonstrated accomplishments in:

- Increased Sales Volume
- Improved Market Share
- Profitability
- Major Inventory Reduction
- Project Management
- Strategic Planning
- Distribution Management
- New Product Launches
- Sales Forecasting
- Trade Show Management

PROFESSIONAL EXPERIENCE

METSO MINERALS INDUSTRIES, INC., Waukesha, WI

An \$8 billion USD global group of companies in various business segments including mining, aggregate, stationary and mobile equipment with annual sales of \$500 million USD in North America.

Vice President – Global Marketing and Capital Equipment Administration 2008 to Present

Senior staff team member instrumental in strategic planning and decision making. Managed 10 direct reports including 3 in Europe and 7 in the US. Provided leadership for 35 people including sales, customer service, pricing, margin accountability, advertising, market intelligence, CE inventory. Continued dual role as the General Manager - Marketing and Capital Equipment.

- Developed and implemented business plan for global marketing/advertising campaigns for the Contractor Business Segment within the construction business line. Projected result is aimed at doubling the revenue by 2012 with the focus on the contractor market segment.
- Initiated recommendations for global market growth and the overall strategy for global product offerings.
- Developed and implemented sales campaign for the Americas market in order to achieve margin objectives resulting in increased sales of over \$30 million USD and \$5 million in profit.
- Dramatically reduced capital equipment inventory over \$19 million USD (more than 100% of plan) in 6 months as Project Manager for the Americas region (US, Canada, Mexico/Central America and South America).

General Manager –Marketing and Capital Equipment Administration 2001 to Present

Developed business strategies and action plans to increase sales and profitability in the US and the Americas. Sales increased 10 to 15% in 2008 and group gross margin goals exceeded the objective.

- Identified market opportunities and product gaps, recommending two important strategies to capture additional sales of \$10 million USD in 2008.
- Analyzed and reported market trends, shares, competitive activity and business opportunities for the North American and Latin American regions of Metso Minerals.
- Developed and implemented the regional advertising program and national/regional trade shows with a 2009 budget of \$700,000 USD.
- Developed and implemented "Extranet" program for North American distributors allowing access to key information and pricing on line through WEB access. Reduced overhead costs by over \$1 million USD.
- Created and implemented monthly forecasting method for capital equipment and margin dollar acceptance for \$200 million USD of annual equipment sales. Maintained inventory levels to meet forecasted demand.

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General Manager - Sales and Marketing Support (Nordberg Inc. later changed to Metso Minerals) 1993 to 2001
Managed and accountable for \$16 million plus, average inventory investment of capital equipment. Achieved and maintained at 8.50 annualized turns.

- Negotiated and committed to over \$80 million of equipment expenditures annually.
- Directed department personnel for sales/contract administration duties for the corporation, including international interaction and negotiation with our foreign sister companies.
- Coordinated the development of the Distribution and Pricing Strategy during a time when Nordberg was transitioning from direct sales to distribution.

Director of Materials Management

1990 to 1993

- Negotiated material cost reduction of \$4 million in 1992.
- Reduced administration costs by \$250,000 by initiating in-house hardware program.
- Developed and implemented the Nordberg supplier certification program.
- Reduced inventory \$8 million through JIT and TQM processes.
- Reduced work in process 25% and lead times 50% through manufacturing staging processes.

Area Sales Manager and Parts and Wear Materials Sales Manager, Eastern Region USA

1987 to 1990

- Increased sales within eastern territory \$2 million or 20%.
- Rebuilt sales organization yielding increased volume of orders and profitability.
- Attained first-ever exclusive \$3 million USD parts commitment with key account.
- Increased market share in region 5%.
- Led a team that was instrumental in the implementation of annual exclusive parts and wears agreements as “win/win” solutions for customers and Nordberg.
- Increased interdivisional business in one year by more than \$4 million USD.

Prior to 1987

Manager of Warehousing and Distribution (Rexnord Process Machinery Division later changed to Nordberg)
Developed and managed warehousing network system (seven total warehouses) with P&L responsibilities throughout the continental US.

Inventory Control Manager (Rexnord Process Machinery Division later changed to Nordberg)
Implemented and designed on line MRP system at our sister company in France with on line DRP.
Managed total inventory of \$26 millions through forecasting/MRP techniques.

EDUCATION

BS, Business Management, Cardinal Stritch University, Milwaukee
Crosby College Quality Education System Graduate
APICS Certified Practitioner

PROFESSIONAL AFFILIATIONS

APICS (American Production & Inventory Control Society) Member and a Certified Practitioner
BMA (Business Marketing Association) Member
Toastmasters International (Past President) Rexnord Chapter
AEM (Associated Equipment Manufacturers) - Chairman Statistical Bureau (since 2002) & Rep
NSSGA -National Stone, Sand & Gravel Association Company Representative
SMEI (Sales & Marketing Executives of Milwaukee) Inaugural Board Member 2003
Con-Expo Rules Planning Board
Marquette University – President - Parents Association Board 2001 to 2006