

Boyd Bellows
3382 New World Drive
West Jordan, UT 84084
801-569-0563
Bbellows2005@comcast.net

Summary: Substantial management and direct experience in: Sales, Manufacturing, Operations, Customer Service, Dealer Management – including recruiting, training and technical sales. Over 16 years experience managing sales to a world wide network of OEM and two-tier dealers and distributors with 10 years experience with capital equipment sales.

Employment

Delta T Corporation
Large commercial ceiling fans
2006 to Present

Northwest Regional Sales Manager - 2006

Mountain West Regional Sales Manager – 2007 to Present

- Responsible for direct sales, dealer and distributor sales
- Technical sales including complex airflow analysis and installation
- Recruited and trained new installation contractors
- Demonstrated sales in excess of \$1.2M annually
- Trained engineers and architects on application and specification of products

Sport Court International
Backyard recreation, indoor flooring and protective flooring products
2001 to 2006

Portafloor Business Manager - 2004 to 2006

Regional Sales Manager – 2003

National Dealer Recruiting Manager-2001 through 2002

- Responsible for all facets of product management and business development
- Full management of multi tier distribution channel - both regionally and world-wide
- Recruited over 48 dealers for Sport Court and Portafloor product lines
- Developed and managed dealer training program
- Managed divisions with annual revenue ranges from \$450,000 to \$6,600,000

I-O Corporation

Data conversion and adaptor interfaces for IBM host systems
1987 – 2001

OEM Sales Manager–1996 to 2001

Dealer Sales Manager–1994 to 1996

Select Account Manager–1992 to 1994

Operations Manager–1991 to 1992

Customer Support Manager 1987 to 1991

- Product management from customer specification to product release
- Full product line dealer management
- Developed and managed training for dealers, customers and in-house personnel
- Managed all in-house quality improvement programs
- Developed and implemented nationwide network of regional warranty repair centers
- Recruited and trained dealers for both branded and OEM product lines

Becton Dickinson

Computer based blood analyzer systems
1977-1987

Facilities Supervisor–1986 to 1987

Production Supervisor / Project Manager–1984 to 1986

Electronic Test Supervisor–1979 to 1984

Electronic Test Technician–1977 to 1979

- Full facilities management responsibilities
- Implemented work centers, part routing shop floor control within MRP system
- Designed and implemented work center layouts for electronic testing and assembly

Education

University of Utah	1980 to 1981	Electrical Engineering
Utah Technical College	1974 to 1977	Electronic Technology (AAS)
Brigham Young University	1972 to 1974	General Education

Focused Skills

- Single and multi-tiered dealer management
- Training and presentation
- Dealer recruitment
- Product management
- Technical writing
- Quality improvement process