

David J Campagnone MBA

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Areas of Expertise:

Sales & Marketing	Account Management	Business Development
Strategic Planning/Forecasting	Supply Chain Management	Presentations/Proposals
Budgeting/P & L Statements	Commercial Pilot, Flight Instructor & UAS	
Customer Relations Management	MS Office, Salesforce, & Concur Proficient	

Education:

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- Bachelor of Arts Political Science – State University of New York College at Cortland
 - Masters of Business Administration – State University Of New York Empire College 3.9 GPA
 - ASEL AMEL Instrument Commercial CFI CFI-I AGI IGI – Aviator College of Aeronautical Science and Technology

Experience:

Field Based Account Manager B2B - NE Region Shell Oil 03/2023 – 03/2024

- Account Mgt and lubricants sales in the mining, construction, agriculture, and heavy machinery industries
- Responsible for the growth strategy and implementation across 17 states in the NE
- Quickly adapted to new product lines to leverage CVPs in market
- Developed relationships across a wide array of B2B reps and end users
- Own the relationship at the regional level with several key accounts
- Management of account pipeline through Salesforce
- Became proficient with new internal tools and leveraged to manage the book of business

Senior Market Account Manager - NE Region Shell Oil 08/2021 - 02/2023

- Led 2 separate teams in Hyundai program enrollments nationally
- Responsible for achieving sales and profit targets for Eastern Region U.S.
- Developed relationships with Hyundai stakeholders leading to ratable new business
- Leveraged the Challenger Sale method to drive volume up 17% and premiums up 145%
- As a Senior MAM, helped a new RSM onboard 6 new employees who are now thriving
- Worked in the field with Hyundai personnel and reported results back to senior leadership

Key Account Manager Aviation - Eastern US Shell Oil 01/2018- 01/2021

- Responsible for the Eastern half of the US with a 10 figure profit remit
- Actively managed a network of 30+ Distributor Partners serving over 2000 end users.
- Collaborated cross functionally with colleagues in Supply Chain, Marketing and Technical to deliver value and close business.

- Organized Business Plans and quarterly reviews to bring focus and intensity to our C-level partners.
- Represent and sell the brand at various trade shows and events.
- Managed a portfolio of Aviation products used around the world in Commercial, Private, Military, and Industrial applications
- Introduced contracts model to our Partners that had been operating on handshake agreements

Field Based Account Manager - NY Shell Oil 05/2012 - 12/2017

- Territory sales management for the Pennzoil and Quaker State brands for over 150 Key Account, National Accounts, and privately held entities
- Leveraged relationships and utilized Challenger to lead the nation in Chrysler synthetic conversions- up sales
- Exceeded expectations with Hyundai including multiple enrollments, many of those exclusively premiums
- Managed territory through account management and generation of new business
- Generated new business through cold calling, prospecting leads, and target plans
- Powersports experience managing Ducati and BMW Motorrad business.

Territory Sales Manager - NE Cardone Industries 02/2010 - 04/2012

- Sales and Account Management for one of North America's largest automotive remanufacturing firms
- Grew brand recognition and pull through product awareness and sales calls
- Effectively negotiated logistics between manufacturing, buying groups, WD's Independent Jobbers and Installers

Asset Manager - NY GPC/NAPA Auto Parts 1/2008 - 01/2010

- Built an efficient Asset Management Department from inception
- Directed on-site managers across 17 OEM Dealerships and independent repair facilities • Multiple promotions and verifiable successes

Retail Sales Manager – Syracuse NY GPC/NAPA Auto Parts 01/2007 - 12/2008

- Recognized at national meeting in Washington DC for exceptional performance
- P&L ownership
- Directed hourly employees to attain Sales, Profit and Turn quotas

Distribution Center Manager – Westbrook ME GPC/NAPA Auto Parts 08/2001 - 09/2002

- Managed over 50 hourly and 15 salaried Direct Reports
- Presided over record volumes
- Brought in to institute a culture change of fairness, hard work, and respect for all

Corporate Pilot/ Flight Instructor Self – Employed 05/2003 - 09/2007

- Pilot in Command of C210 for local construction firm
- FO on Cheyenne IIIA for an insurance company
- Traffic watch for the Syracuse Metro Area