

John M. Nathan

820 Shaker Road
Longmeadow, MA 01106
(413) 575-1073
JOHN.NATHAN1968@GMAIL.COM

Skills

Highly efficient, organized and task oriented individual with a drive for quality and continuous improvement. Close to 25 years of Domestic and International technical sales experience has developed a highly refined business acumen focusing on sales, manufacturing, financial acuity and advanced interpersonal and communication skills.

Experience

April 2020 - PRESENT

Full Time Caregiver for Elderly Parent - COVID 19 Layoff

- Coordinated all medical, insurance & pharmaceutical requirements
- Advocated with various County, State & Federal Agencies on behalf of 95 yr old parent
- Managed all daily aspects of maintaining household & finances so parent can remain home

January 2015 - April 2020

United Performance Metals, South Windsor CT - Sourcing / Buyout Specialist

- Managed Buyout Business worth ~\$3-\$4mm annually
- Responsible for locating, purchasing & negotiating sale price for non stock alloys
- Strong technical acumen provided non-traditional solutions for customers

December 2012 - January 2015

Service Steel Aerospace Aerospace, Windsor CT - Sales Associate

- Coordinated raw material sales for New Jersey, New York, Connecticut & Quebec
- Increased sales ~10% annually by asking probing questions to customers about standard requirements
- Implemented a more effective Quote Follow Up program via use of Outlook Mtg. Notices

July 2002 - January 2011

TIMET, East Windsor CT - United Technologies Account Manager / Aero Engine Sales

- Managed Long Term Supply Agreement for titanium mill products with Pratt & Whitney, Sikorsky Aircraft and other domestic & international Tier 1 Suppliers
- Successfully negotiated contract extension with increased est. annual revenue in excess of 300% and est. annual volume shipped in excess 150%
- Drove qualifications and approvals of new titanium alloys & applications on Military and Commercial aircraft
- Coordinated Quarterly Review Meetings, Supplier Forums, and Lean Initiatives

August 2000 - July 2002

Doncasters Storms Forge, Springfield MA - Sales & Marketing Manager

- Responsible for annual sales of ~\$16mm spread across Aerospace, Medical Implants & Power Generation Markets
- Secured ~\$6.5mm of new Aerospace business during a major industry downturn resulting from the 9/11 attacks.
- Developed and reported sales performance metrics and forecasts to Senior Management
- Managed staff comprised of: Estimating, Inside Sales and Manufacturer Representatives

February 1998 - August 2000

Aerodyne Ulbrich Alloys, South Windsor CT - High Temp Alloy Sales

- Hybrid Inside / Field Sales Role working with Aerospace, Medical & Power Gen customers
- Responsible for managing two of the top five accounts for the Northeast Region

January 1997 - February 1998

Aerospace Space Specification Metals, Granby, CT - Inside Sales

- Inside sales position with regional Nickel and Titanium sheet distributor
- Aided with creation, implementation and execution of inventory stock for round bar products to compliment existing nickel and titanium sheet inventory

February 1996 - January 1997

Teledyne Allvac, Agawam MA - Inside Sales

- Entry level Inside Sales position with mill producer of Specialty Steel & High Temp Alloys

Education

Western New England University – Springfield, Massachusetts

Bachelor of Science – Business Administration, Marketing 1995

Springfield Technical Community College – Springfield, Massachusetts

Associate of Science – Business Administration, Marketing 1993

References & additional information available by request