

RON DULLINGER

303-918-1686

e-Mail: rsdullinger@yahoo.com

713 Locust Street Denver, Colorado 80220

EXECUTIVE SUMMARY

Executive demonstrating consistent Leadership and Top Performance in Sales, Operations Management, Marketing and Team Building.

Key strengths in the following performance areas:

- Recruiting, Managing and Developing Sales Managers and Multiple Sales Teams
- Planning and Implementing Strategic Objectives and Operational Goals
- Revenue, Performance and Profit and Loss Accountability
- Brand Development and Market Penetration Strategies

PROFESSIONAL EXPERIENCE

BARONESS WINES

President (November 2004 to Present)

Developed and executed strategy incorporating sales, brand management, finance and operations—leading the organization to become the fastest growing wine distribution company in the region. Created strategy to accelerate earnings growth beyond revenue growth.

- Built company from an unprofitable \$1.7 million dollar company to a profitable organization that achieved \$19 million dollars in sales in 2008.

Executive Vice President of Sales and Marketing (December 2002 to November 2004)

Built a 25 person sales team while developing midlevel managers. Created entire sales execution process focused on people, incentives, training, compensation, and strategic initiatives in sales and brand achievement goals.

- Developed strategic sales and marketing plan that has positioned Baroness Wines as the most exciting wine distribution company in Colorado.
- Achieved 229% growth in sales in 2003 over 2002 and 189% in 2004 over 2003.

GLAXO SMITHKLINE

Regional Sales Manager/Director - Vaccines (March 1998 to December 2002)

Hired, developed and led high performing teams in 18 different states—including 5 direct reports who were promoted to Management positions.

- First ever Platinum Tier Award Winner.
- Consistently exceeded expectations in all performance areas.

Regional Sales Supervisor (April 1997 to March 1998)

- Managed 3 Account Managers while maintaining territory sales goals.
- Worked with team to develop the Vaccine Sales Organization Training Program.

Associate Product Manager (June 1993 to August 1996)

- Developed and implemented tactical plan for New Vaccine Launch.
- Received Top Performance Rating.

Account Manager/Senior Account Manager (June 1993 to August 1996)

Partnered with national pharmacy chains, state health departments, physician supply companies, corporations and pharmaceutical wholesalers.

- Received Top Performance Ratings throughout the various Account Manager roles.

Sales Representative

Senior Sales Representative/Hospital Product Specialist (August 1989 to June 1993)

- Consistently exceeded all expectations and goals.
- Promoted to Senior Sales Representative within 2 years.
- Recipient of District Representative of the Year Award.

EDUCATION

SAGINAW VALLEY STATE UNIVERSITY - Saginaw, Michigan

Bachelor of Science in Business Administration, 1985

Completed Certified Medical Representative Program in 1992