

# NEIL GILLESPIE

4778 Golfview Drive NE, Roanoke, VA 24019

Mobile: 817-936-3783

Email: neil.e.gillespie@gmail.com

**SUMMARY:** Innovative, results-oriented leader with exceptional strategic and analytical skills. Ability to collaborate horizontally and vertically to achieve optimal outcomes. Competent, effective negotiator and creative problem-solver. Turnaround specialist with entrepreneurial, global perspective. Enthusiastic, consultative, facilitative management style. Eager, positive, level-headed attitude – always ready for the next challenging opportunity.

## **EDUCATION:**

**MBA**, with dual concentrations in Management & Finance

TCU, Fort Worth, Texas, 1990

Recipient of Dean's Merit Award (highest merit award given by TCU's MBA program)

GMAT (Reported to TCU): Total Score: 720 (99<sup>th</sup> percentile)

**BA**, Mathematics Education (with Teacher Certification in Mathematics)

Virginia Tech, Blacksburg, Virginia

Honors program in Mathematics, Chemistry, and Physics

## **EXPERIENCE SUMMARY:**

Mr. Gillespie is an energetic, effective manager with 25+ years management experience, with a creative, enthusiastic pursuit of excellence. He is a results-oriented leader with seasoned decision-making capabilities and exceptional analytical capabilities. His GM experience includes 15+ years in equipment purchasing and sales, including automotive, industrial, and scientific/laboratory equipment; logistics & distribution management; vendor relations & vendor negotiations; customer sales & CRM, involving many of the world's leading scientific and laboratory manufacturers and suppliers; and project quotations & management. He has excellent communication skills and is a capable negotiator and problem-solver, with strong computer and technical competencies. He has extensive experience as a project manager for dozens of business projects (including commercial construction, IT, training, manufacturing/design, etc.). His management style is collaborative, consultative, and facilitative, with an eager, positive, level-headed attitude – always ready for the next challenging opportunity.

- **MBA, with dual concentrations in Finance and Management.**
- **25+ years corporate management experience, including 10+ years GM and executive management.**
- **15+ years primary responsibility company-wide for all buyer duties (including purchasing, vendor relations, distribution management), sales management, CRM, and corporate training.**
- **Equipment experience includes 10+ years industrial and automotive equipment & parts management (purchasing & sales), 5 years in a manufacturing environment, and 10+ years scientific and laboratory equipment (purchasing & sales).**
- **5+ years project and program management experience.**
- **5+ years property management experience.**

## **OTHER SPECIFIC SKILLS, INCLUDING TECHNICAL / IT:**

- 15+ years' experience managing businesses involving purchasing, sales, and distribution of industrial equipment, heavy equipment, automotive equipment, scientific/laboratory & safety equipment (including managing an online store with more than one million products from approximately 20 of the world's leading manufacturers and suppliers of scientific/laboratory products, chemicals, & safety equipment). Primary management responsibility for all purchasing, vendor relations, vendor negotiations, distribution management, sales, CRM, sales, and eCommerce.
- 20+ years' experience managing and using computer applications and systems (e.g., sales, CRM, ERP, purchasing, vendor relations, logistics, database management, project management, etc.), and all Microsoft Office applications.
- 5+ years primary responsibility for purchasing, inventory & MRP in a manufacturing environment, involving industrial and heavy-industrial equipment manufacturing.
- 15+ years' executive management experience with primary supervisory responsibility for employee training, with additional experience as an educator/trainer in business, industry, and university settings.

## **SPECIFIC EXPERIENCE (beginning with the most recent):**

**Management Consultant – GillespieConsulting.com** (2011-present; 1994-1999; etc.)

Provided clients with innovative and collaborative consultation, helping them to achieve their firm's objectives. Entrepreneurial perspective, strategic focus, and extensive management experience facilitate optimized and practical solutions to customers' most challenging business needs. A few examples include:

- Editor and graphic designer for four versions (softbound and Kindle eBooks) of a recently-published sports dictionary.
- Developed and executed database management program for a Fort Worth oil & gas firm that resulted in cost reductions and tax savings of more than \$2Million.
- Real estate property management of approximately 90 rental properties, including marketing and consultation services.
- Assistant Instructor in Physics at Duke University for Duke's Talent Identification Program (TIP).
- Designed and developed curriculum for college CAD/CAM courses and applications; set up the college's computer lab and CAD/CAM equipment; and trained the college faculty in preparation for their initial implementation of the college's introductory CAD/CAM courses.

- Designed and implemented the prototype manufacturing process for a Fort Worth manufacturing firm for a series of innovative industrial-insulation products, which resulted in the successful and profitable nationwide distribution of the new product line, nearly doubling the size of the company.
- Designed & led innovative and successful training program for E.I. DuPont for 120 employees and engineers.

**General Manager – Science Projects** (nationwide eCommerce scientific equipment distributor) (Mansfield, TX, 1999 – 2011)  
 Led this small rapidly-growing eCommerce firm from its inception to become a nationwide distributor of many of the world's leading scientific products from dozens of the world's leading scientific suppliers, including Thermo Fisher Scientific, VWR Scientific, Labconco, Mettler, Ohaus, etc. Innovative website included approximately 1,000,000 scientific & laboratory products from more than 1000 manufacturers. Nationwide distribution, with 8-10% export sales. (According to Intuit, our QuickBooks Enterprise product database was the largest installed QBE database in the U.S.)

**Adjunct Professor (Financial Mgmt & Int'l Business) – Northwood University** (Fort Worth NAS JRB campus, 2000 – 2001)  
 Courses taught include: Financial Management; and International Business  
 [Adjunct professor, evening classes, while concurrently General Manager for Science Projects in Mansfield, Texas.]

**General Manager – Metro Industries, Inc.** (manufacturing & construction company) (Grand Prairie, TX, 1992 – 1994) Led successful turnaround of this manufacturing and construction company. More than doubled revenues and net income.

**Financial Consultant – Merrill Lynch** (Fort Worth, Texas, 1990 – 1992)

Primary responsibility for consultative management of all financial investments for key accounts. Consistently achieved firstquintile performance rankings in all nationwide performance categories for all periods evaluated by the firm.

**International Investments – Bass Brothers / Taylor & Co.** (international securities investments) Fort Worth, TX (1989 – 1990)

Private, institutional investment management and securities investments for the Bass Brothers in Fort Worth, Texas, including arbitrage trading and investments in international securities (e.g., stocks, bonds, options, futures, etc.). Designed, recommended, and implemented two of the firm's most profitable investment strategies (\$75 million assets in "Nikkei/Simex arbitrage"; \$350 million assets in "Long US vs. Short Japan"). [This was a full-time night-time position from 1989-90 involving international securities investments and trading, while also completing an MBA at TCU from 1988-90.]

**Manager of Projects Department – Cummins Supply** (electrical, industrial, & lighting equipment) Fort Worth, TX (1984-1986)

Project Management. As Manager of the Projects Department at Cummins' corporate HQs, had primary responsibility for *all* major commercial & industrial projects (*all projects over \$100K*) for this large, 26-store, tri-state electrical supply company. Primary project management responsibility from inception through fulfillment, including plan bidding & quotations, negotiations, purchasing, specifications compliance, project fulfillment, etc. While manager of Projects Department, nearly doubled the average monthly corporate-wide project revenues, with improved profit margins.

**Manager (Parts Sales Dept) – Mahaney International** (construction equipment dealership) Haltom City, Texas (1982 – 1984)

Led successful turnaround of this financially-distressed dealer for International Hough & Dresser Industries. Despite IH's huge corporate-wide losses (\$2.4 billion during 1980-1982, the largest 3-year loss for any American company in history at the time) -- and despite this dealership's prior-year losses (\$250K/year) -- I led our department to strong growth and profitability (\$230K/yr), which facilitated the dealership owner's lucrative sale of the company in 1984.

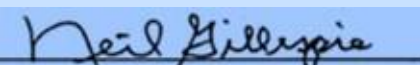
**Materials Manager – Grayco Specialists** (manufacturer of heavy equipment for oil industry) Azle, TX (1981 – 1982)

Primary responsibility for all materials and parts management for this manufacturing firm. (Total process manufacturing of heavy equipment for the oil industry, incl. heavy trucks, tankers, etc. 85 employees). Implemented and managed various inventory and materials management policies and company-wide procedures that resulted in substantial savings (e.g., new procedures and methods to recover usable materials from scrap, resulting in average savings of more than \$10K/week; etc.). [Note: Due to industry-wide slowdowns during the worldwide oil glut of 1981, the firm initiated a series a layoffs, eventually reducing from 85 to approximately 35 employees. Although I was the firm's newest employee, I was retained throughout all of these layoffs. Eventually, the owner decided to close the company, and it remained closed for about 2 years, at which point the owner (Morton Gray) contacted me personally to offer re-employment. Because I was then a manager for Cummins Supply, I declined his offer, but I greatly respected and appreciated Mr. Gray and otherwise would have gladly worked for him again.]

**General Manager – McNabb Automotive Supply** Neosho, Missouri (1978 – 1981)

Managed company to successful expansion and profitable growth. Despite a very weak local economy at the time, we doubled our staff, acquired a local competitor, tripled total revenues, and improved company-wide profit margins. [Note: At the request of a very close friend who had moved to Missouri to recover from serious health problems, we moved from Fort Worth to Missouri in 1978 to help him with his work and ministry, during which time I also managed McNabb Automotive Supply. When our friend recovered and our work with him was done, we moved back to Fort Worth (1981).

I certify that the information contained in this resume is correct and accurate.

Signature: 

Date: 09/25/2023