

JOHN RYALS

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## OBJECTIVE

Utilize my experiences supporting a dynamic company, getting products and solutions to customers while analyzing different market channels.

## EMPLOYMENT

### Gorbel Incorporated: Birmingham AL. (Work Station Cranes, Intelligent Assist Devices and Patented Track Cranes)

*Regional Sales Manager: December 2004 to August 2009*

- Managed 45 dealer companies in AL, MS, TN, AR and LO.
- Identify material handling companies, crane companies, integrators and end users that would fit in with the company's core values.
- Completed formal training in the areas of product and professional development.
- Focus on establishing and maintaining relationships with dealers and peers.
- Meet or exceeded sales growth every year.

### SMC Pneumatics: Jackson MS, Birmingham AL. (Pneumatic and Electrical Motion Automation)

*District Sales Representative: February 2000 to November 2004*

- Establish partnership with distribution in MS and AL.
- Train and make joint calls with distributor sales force to win market share.
- Analyze market conditions and competitive situation for designing and quoting projects.

### Motion Industries, Incorporated: Linden AL, Laurel MS, Charlotte NC, Denver CO. (Mechanical, Hydraulic, Pneumatic and Electrical)

*Outside Sales Representative: January 1991 to February 2000*

- Built three non-existing territories to multi-million territories: Hickory/Morganton, NC, Rock Hill/Lancaster, SC, and Boulder/Longmont, CO.

## EDUCATION

Bachelors of Science Degree, December 1988

Business Administration, with a concentration in finance: University of Mobile, Mobile, AL.

Post-Graduate Coursework:

Fluid Power Design, July 1989: Bessemer State Technical College

Basic Textile, June 1994: N.C. State University College of Textiles

Motion Institute of Industrial Education: Pneumatic Controls Technology, Power Transmission, Fluid Power and Electrical