

THOMAS W. BRACKETT, JR.

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PROFESSIONAL PROFILE

I am a passionate hands on sales professional who is not afraid to take risks to achieve the maximum results. I view my greatest strengths to be persistence and aggressiveness. I take pride in my presentation skills both written and verbal. I am a very quick learner, a self starter and very much a team player.

EXPERIENCE

Indiana Packers Corporation, Delphi IN., July 2012-present

Export Sales Manager

Managed all facets of export sales operations including currency exchange and logistics

- Exceeded historical highs in export revenue (\$282M) in 2014
- Analyzed global trends and championed market growth strategies
- Grew Japanese chilled market share from 4% to 8% in 2 years (Mitsubishi Meat Team)
- Tripled export exposure from 15 countries in 2012 to 45 countries in 2014
- Scheduled and maintained all frozen inventory at times reaching 10M pounds
- Collaborated with operation's team in export product development / innovation
- Coordinated credit insurance program with Coface International to expand direct sales from 0 to 64 million dollars in two years 2012-2014
- Contracted logistics program for trucking and ocean freight to assist in the increase in direct sales
- Exposure to retail and food service sales in all company geographic locations
- Followed both rendering markets and commodity markets to maximize profits for company.

AMSA International, New York NY April 2010-July 2012

Director International Sales

- Directing international sales effort of new plant in Gibbon NE marketing beef, pork and turkey products.
- Assisting in the development of new packaging and marketing material.
- Directing sales efforts of 8 salesmen in Russia, Korea & Paris
- Responsible for protein purchasing for trading arm of company

Countries currently selling include Korea, France, Russia, Caribbean, Mexico, China, and Singapore.

Leak Beeper Inc., Nashville TN 2008-2010

Director Business Development

- Facilitated product development and patent procedure of exciting new water conservation device.
- Identified and developed initial sales to 5 major hotel chains as well as the city of Ft. Worth Tx.

Maple Leaf Farms, Milford, IN 1999-2008

Export/Industrial Sales Manager

- Responsible for identifying and developing new market opportunities. Analysis of market demographics and applications, increased distribution year after year at double digit compounded rates.
- Broker network was enhanced by constant review and new appointments where necessary
- Constantly changing regulations and compliance required interface with government agencies in US and export markets
- Military feeding, DeCA, Prime Vendor Contracts and military authorizations were expanded through broker management, goal setting and budget reviews resulting in 322% increase in sales over 10 years
- Develop and implement market strategies for Export/Industrial Sales department.
 - Managed increases of 35% in export and implemented cost saving measures of 20% for military sales

in 2007.

- Achieved and beat company targeted budgets for the last 4 years in a row.

- Increased Industrial Sales by 77% in 2007.

Received Maple Leaf Farms Golden Leaf Club award in 2000 for achieving 129% of budget.

Developed promotional plan for Puerto Rico for 2007 which increased sales by 54% over 2006

- Implemented Duck University for export which I used to train salesmen in Puerto Rico, Mexico, Hong Kong, China, Singapore, Dubai and Indonesia.
- Implemented Maple Leaf Exporter, an intercompany newsletter, as a quarterly tool to update our executives on profitability impacting situations and trends in the world markets.

ADT Automotive, Nashville, TN

Remarketing Sales Manager

Managed client's sales at over 250 Auto Auctions across the United States.

- Reduced aged inventory by 150 %.
- Implemented training course for new employees — speeding profitability.

EDUCATION

State University of New York at Albany

B.A., Business Administration and Psychology

ADDITIONAL ACTIVITIES, AND PERSONAL INFORMATION

- Active member Warsaw Toastmasters
- Achieved Toastmaster Bronze and won 2003 humorous speech regional contest.
- Karrass Negotiating Seminars, 2000 and 2007
- Conversational Spanish