

Donald J. Huber

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Sales & Marketing Manager Executive

Multi-regional experience in the semi-custom cabinet industry, high-end appliance and plumbing products. Responsible for multi-state Regional Sales Centers, 25M in sales.

Professional Experience:

The Solid Wood Cabinet Co., LLC

Wholesale Sales to the trade

Levittown, PA

6/2012-11/2012

Century Cabinetry

Sales Account Manager

Colmar, PA

2008-2012

Wholesale sales to dealers, distributors, and contractors

- Developed regional program with Direct Buy.

Yorktowne Cabinetry, an Elkay, Co.

Senior Sales Representative

Red Lion, PA

2007-2008

- Re-located to Florida to develop Marketing Center to support dealer and builder sales throughout the state.

Director of Sales/ Dealer North PA,NJ,NY

2003-2007

- Opened Marketing Center in Fort Washington, PA to support multi-state operation with sales reps. Territory in excess of 25 million in sales.
- Responsible for expense control and corporate assignments.

District Manager, Phila.PA

2000-2003

- New territory development to 2 million in sales before being assigned New Business Development Manager in 2002.

The Fretz Corporation

Sales Manager/ Kitchen and Bath Division

Phila. PA

1994-1996

- Directed the Kitchen and Bath Division for Tri-state area.
- Responsible for inside and outside sales staff. Departmental cost control.

District Sales Manager/ Appliance Division

1985-1994

- Managed territory between 1-2 million in wholesale sales

District Sales Manager/ Appliance Division

1997-2000

- Re-hired to close cabinet division and resume appliance wholesale sales.

Franke Kitchen Systems

National Product Manager, Kitchen Systems Division, USA.

Hatfield, PA

1996-1997

- Responsible for marketing, distribution analysis, sales forecasting, research manufacturing support, KBIS show.

Education & Credentials

West Chester State College ~ Dale Carnegie ~ Hoover mgmt. training course ~ Sherman Clay mgmt .training ~ NKBA's Kitchen "Specialist" training course ~ Elkay's MC3 management training course ~ Windows Office Suite ~ Cad Design 2020 Ver. 8.1

References available upon request