

Kevin D. Burns

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CAREER SUMMARY

Highly qualified regional, national and global sales leader with 33 years of successful sales, marketing, and management experience. Well-organized and strategic leader with a proven track record of increasing revenue and market share by implementing detailed initiatives. Extensive knowledge of domestic and international distribution, sourcing, and product development related to the hospitality, plumbing, general contract, and design industries.

PROFESSIONAL EXPERIENCE

Koper Enterprises
Carrollton, TX

12/21-4/23

Sr. Sales Manager – Hospitality

A leading manufacturers Rep Group of outdoor furniture representing Tropitone, Sutherland Furniture, Wildridge, Crescent Garden, Corradi, Heatsail, Tenshon, and Wabash Valley for TX, OK, AR, and LA. Lead all sales initiatives for the Hospitality/Hotel segments which includes identifying key contacts, building relationships, and identifying opportunities for growth with designers, ownership groups, and end-users.

Pentwater Bath
Lombard, IL/Dallas, TX

3/20-9/21

Sr. Strategic Account Manager

Lead and direct all sales activities for the new build and renovation activities with the major hotel companies with Marriott, Hyatt, IHG, Hilton, Best Western, Wyndham, and Choice Hotels. Fostering relationships with the construction companies, owners, developers, and architects.

G.E.T Enterprises
Jersey Village, Tx

1/18 – 2/20

Director of Sales – Hospitality

Direct all Foodservice Non-Food products sales initiatives within the Hotel/Hospitality and Ownership Group segments. Responsible for developing relationships with key decision makers, identifying large installation opportunities, and setting products specifications at the corporate level. Primary customers include Marriott, Hilton, IHG, Hyatt, LaQuinta, Wyndham, Best Western, and Choice Hotels. Key Distribution & GPO responsibilities include Wasserstrom and Avendra.

Work extensively with our internal and external sales teams to ‘pull’ the products through the sales process renovation and new-build pipeline working with key stakeholders such as hospitality distributors, ownership groups, and GPO’s. Annual sales responsibility of \$6.2MM.

**Gerber Plumbing Fixtures
Woodridge, IL**

7/14 – 12/17

National Sales Manager – Hospitality

Lead, manage, and direct all hotel/hospitality sales activities and initiatives utilizing the Globe Union Regional Sales Managers, Business Development Managers, and Independent Sales Rep network. Primary focus on the 11 largest hotel chains: Marriott, Hilton, Starwood, IHG, Choice, Wyndham, Carlson, LaQuinta, ESH, Hyatt, & Best Western.

Develop and maintain relationships with Design, Engineering, Procurement, and Brand Managers with the hotel chains and with key distribution partners. Increased sales from \$5.7MM to \$8.1MM in three (3) years.

**Focus Products Group – Hospitality Division
Lincolnshire, IL**

1/11 – 7/14

National Account Manager – Hotel Chains & Brands

Responsible for managing and directing all sales activities and initiatives to attain maximum volume and profitability with the 10 largest domestic hotel chains by working closely with Purchasing, Design, and key Distribution partners. Key accounts include: Wyndham, Choice, Marriott, Hilton, ESH, Starwood, Hyatt, Best Western, IHG, LaQuinta, & Carlson hotel groups.

- Successfully launched Wyndham Green Shower Curtain program to over 7,000 properties worldwide increasing sales revenue by \$1.2 million in 12 months
- Developed and implemented a 'Custom Order' processing system internally
- Annual sales responsibility of \$10.8 million/year
- Hospitality Division sales increased from \$17 million/year (2011) to \$25.6 million/year (2013)

**Spring USA
Naperville, IL**

Director of Sales – West

2006 - 2010

**The Sterno Group
Chicago, IL**

**Director of Sales-Global Accounts
Director of Sales-North America
Southeastern Regional Sales Manager**

1998-2005

**Snap Drape, Inc
Dallas, TX**

National Sales Manager

1996-1998

EDUCATION

Stephen F. Austin State University, Nacogdoches, Texas
B. B. A. Marketing
Minor: Management

REFERENCES AVAILABLE BY REQUEST