

# **MARY KATHERINE SLOCUM**

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## **EXPERIENCE**

**Milliken & Company**, Houston, TX  
Hospitality Account Manager  
January 2019- October 2020

As the first Milliken Hospitality rep in the Houston marketplace after a two-year hiatus I used my previous customer relationships and built new ones to help re-establish Milliken Hospitality in this territory. By strategically using relationships, networking, and product knowledge I promoted Milliken products to achieve optimal success for all parties included. Other responsibilities included:

- Secured specifications for Houston, Austin, and San Antonio territory in the Hospitality flooring division.
- Provided flooring solutions within A&D firms with an emphasis on Hotel, Casino, Multi-Family, and Senior Living Projects.
- Actively participated as a member of a networking group that organized multi-vendor presentations in all segments of the industry, share project information, exchanged project leads, and customer details.
- Consistently maintained monthly sales goals for achieving year-end sales.
- Implemented strategic account marketing within the territory for hotel brands and ownership groups.
- Leveraged relationships with flooring dealers and purchasing agents to ensure the designers vision was maintained through project purchase and relationships were secured.
- Proficient in Salesforce, Concur, Microsoft Office/Excel, Microsoft Teams, and giving product presentations virtually.

**Wurth, Louis, & Company**, Houston, TX  
A&D Specification Representative  
April 2016- January 2018

In this role I secured specifications for the professional design community via the distributor. I promote and sold multiple products (Formica, ATI, Polylac) to a variety of decision makers such as architects, designers, and corporate specifiers in industries including Hospitality, Education, and Healthcare. Other responsibilities included:

- Grew customer base by conducting presentations, working with designers, met and exceeded sales goals, maintained relationships with manufacturing rep, managed Salesforce and sample library in my assigned territory (Houston & Louisiana).
- Work with designers through the life of project, including initial specification, pricing, sample requests, and product order.
- Continually meet and exceeded daily, monthly, and quarterly sales goals including: ride alongs, sales growth, presentations, etc. and earning quarterly bonuses
- Performed persuasive multi-line presentations tailored towards the specific needs of the client.
- Managed and maintained the organization of the sample library in the Houston office for my entire territory.
- Maintained a positive relationship with the manufacturing representative to schedule presentations and make sure all sales goals are in line.
- Proficient with CRM Salesforce using it to help cradle to grave project tracking (presentation notes, leads, opportunities, sample requests, etc.).

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## **Evolution Valves, Houston, TX**

*Sales Manager*

June 2015 – April 2016

As sole employee in the United States (company based in England), I managed accounts in my territory (North & South America) and grew our customer base through networking, referrals, cold calling, trade shows, and sales presentations. Other duties included:

- Analysed business opportunities, collecting requests for quotation and ensuring that the quotation process was correctly executed, according to customer request.
- Collaborate with the Engineering team in UK home office to obtain technical answers to customers in a timely manner.
- Used knowledge of company's engineered valves portfolio of products with the purpose of developing brand knowledge and reputation across the region.
- Managed all day-to-day operations of the US division of the company: Accounting, Marketing, and Sales.
- Initially set up office space, payroll system, and HR for the US office.
- Meet and exceeded quarterly quotas for customer contact, sales presentations, and RFQ's received.

## **Core International, Houston, TX**

*Project/Sales Manager*

June 2014 – February 2015

- Coordinated and manage all ongoing projects for engineered elastomer products.
- Communicated between domestic and international vendors, including leading weekly status calls, and daily updates.
- Analyzed and compiled weekly project data to determine weekly and monthly bookings and billings. Planned and delivered a weekly presentation of this information to company management.
- Established a sales forecast for each month while maintaining a positive relationship with all customers and exceeding sales goals.
- Built and maintained schedules in Microsoft Project.
- Entered and followed up on all project orders from customers and purchase orders to vendors in the company ERP/CRP system, NetSuite.

## **EDUCATION**

**Lamar University** (*Beaumont, TX*)

- Masters in Educational Administration (2009 - 2011)

**Texas A&M University** (*College Station, TX*)

- BA in Communication, Minor in Business Administration (2001 - 2005)

## **ASSOCIATIONS & PROFESSIONAL ACTIVITIES**

**NEWH – Houston** – Member 2016-Present

- Executive Board Member – 2016-2020