

## **W. BRIEN ZAHORCHAK**

162 Village Drive  
Cranberry Twp, PA 16066  
(724) 316-8364  
bzahorchak@zoominternet.net

### ***OBJECTIVE***

To utilize my 15+ years of sales and management experience by assisting an organization to meet and exceed their goals.

### ***PROFILE***

- Proven business development professional experienced in building effective sales and marketing programs.
- Successful track record of developing and guiding growth in revenue and profit.
- Strong emphasis focused on providing superior customer service.
- Exceptional leadership, problem-solving and interpersonal skills.

### ***EMPLOYMENT HISTORY***

04/11-present **UNIMIN CORPORATION**-New Canaan, CT

**Senior District Sales Manager-Energy Group**

- Directly Responsible for the supply of fracturing sand to the Northeastern United States
- Focused primarily on the Marcellus Shale Play as well as the Utica Shale Play
- Called on all Servicing and Energy/Resource companies
- Worked closely with all of our sand terminals to make sure all sand allocations for the Servicing companies were in place
- Heavily involved with the contract negotiations with our servicing companies

04/10-04/11 **AUTOMOTIVE INDUSTRIAL MARKETING CORPORATION**-Portland, OR

**Regional Sales Manager- Power Tools**

- Generate and increase sales in the assigned regional territory through existing and/or new channels of distribution in all markets that are applicable to AIMCO's product groups
- Met and exceeded annual sales goals in all product groups by 112%
- Develop existing territory through sales meetings and field sales calls with distributor sales personnel
- Expand territory base in markets and/or accounts that are not currently being serviced by existing distribution
- Sell product directly when distributor cannot be located or will not cooperate
- Maintain timely reporting by use of assigned report worksheets

09/04-04/10 **MET LIFE HOME LOANS**-Pittsburgh, PA

**Account Executive – Wholesale Division**

- Responsible for selling Met Life 1<sup>st</sup> Mortgages through Mortgage Brokers
- 2009, 2008 & 2006 Presidents Club Award Recipient / \$120+ million funded loans
- Number 2 Account Executive out of 15 in the Mid-Atlantic Region

- Develop existing mortgage brokers and expand with new brokers through sales and marketing training

08/01-08/04 **ATLAS COPCO**-Auburn Hills, MI

**Product Marketing Engineer - Air Motors**

- Primarily responsible for increasing market share of the Atlas Copco Air Motor for the Eastern United States.
- Integrate and coordinate new distribution in key locations throughout the Eastern United States
- Set goals and train distributor personnel on technical aspects of the Air Motor
- Work with OEM Customers directly on large projects that require MFG Support

08/98-08/01 **AUTOMOTIVE INDUSTRIAL MARKETING CORPORATION**-Portland, OR

**Regional Sales Manager- Power Tools**

- Generate and increase sales in the assigned regional territory through existing and/or new channels of distribution in all markets that are applicable to AIMCO's product groups
- Met and exceeded annual sales goals in all product groups by 100%
- Develop existing territory through sales meetings and field sales calls with distributor sales personnel
- Expand territory base in markets and/or accounts that are not currently being serviced by existing distribution
- Sell product directly when distributor cannot be located or will not cooperate
- Maintain timely reporting by use of assigned report worksheets

---

## ***EDUCATION***

---

**EDINBORO UNIVERSITY OF PENNSYLVANIA** - Edinboro, PA (12/91)

*Bachelor of Arts, Speech Communications and Public Relations*

Member of the Sigma Tau Gamma Fraternity, Vice President of Education

---

## ***SEMINARS***

---

Attended various seminars including: PIOGA (PA Independent Oil & Gas Association) DUG East, Ohio Oil and Gas Association, SBE, Atlas Copco Sales and Product Training Level 1, 2 & 3, Aimco University, Ingersol Rand Power Tool Basic Training

---

## ***COMPUTER PROFICIENCY***

---

14 years of computer application skills (Microsoft Office), Experienced with Lotus Notes

**REFERRALS PROVIDED UPON REQUEST**