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Successful International Sales Manager with a proven ability to develop new business, retain loyal accounts and grow gross margins.

Highlights of Qualifications

- Especially skilled in international sales and marketing with more than 25 years of experience in the scientific industry and 7 years in the logistics market.
- Fluent in Spanish & Portuguese.
- Willing to relocate and travel extensively in the domestic or international markets.
- Excellent distribution channel development skills.
- Master in building business relationships.
- Strong communication and presentation skills.
- Experienced trainer.
- Proficient in Microsoft Windows 11, Microsoft XP, Microsoft Word, Outlook, Excel, Power Point, Comet, Goldmine, Lotus 123, Lotus Notes, IBM System 38, AS400, Scala, Glovia & PC Write.

Profile

- Successful International Sales Manager with the world class international shipping & most experienced provider.
- Experienced in opening US, Canadian, Latin American, European, Middle East, African, Asian and Pacific Rim markets when dealing with worldwide distributors, US manufacturer's representatives, R&D laboratories & institutes, pharmaceutical & biotech companies, and universities.
- Highly dynamic, successful international Sales Manager/Director of scientific laboratory equipment with focus in Latin America & Manager of International Sales in the logistics field within the US – combining both the commercial and operational side of a business.
- Dedicated, hard working, executive professional with strong work ethic.
- Energetic and persuasive sales professional with a talent for closing the sale.
- Creative and persistent; skilled in listening with empathy and assessing client needs.
- Self-motivated, comfortable taking the initiative and working with team or independently.
- Initiated and introduced new concepts, procedures, and accomplished growth through innovative implementation.
- Researched, developed and created a competitive analysis of the company's resources and marketing strengths.
- Analyzed, created and developed a detailed market/product matrix for over 34 product lines (with Thermo Electron, LTD) and for over 5 product lines (with SP Scientific) to create competitive advantage with local distributors - which resulted in increased sales.
- Planned, organized, prepared and presented over 10 successful international sales and service meetings for Labconco, Thermo Electron, LTD (Forma, IEC, Savant, EC and Labsystems product lines), and SP Scientific (FTS, Virtis, Hull, Hotpack and Genevac) held in Kansas City, Missouri; Mexico City, Mexico; Marietta, Ohio; Boston, Massachusetts; Miami, Florida; Puerto Vallarta, Mexico; Stone Ridge & Gardiner, New York; St. Petersburg, Florida; Ipswich, UK; Warminster, Pennsylvania; and Santiago, Chile to address new products, policy changes, marketing/sales and servicing strategies for management and sales personnel representing 30 countries – which resulted in more market share penetration.

- Sparked and upgraded quality of international and local sales people through a revised compensation plan.
- Prepared proposals for international tenders by assessing client needs, making sales presentations, negotiating and closing the transaction.
- Prepared for executive level in international sales with a progressive company that welcomes new approaches to improve the bottom line and will benefit from a scientific education and Master of Business Administration in International Marketing.

Employment History

DHL Express, Manchester, New Hampshire 2015 – present

- Manager of International Sales – NH & ME 9/9/19 – present

DHL Express, Fremont, California

- Manager of International Sales – South Bay Area 2018 – 9/5/19
- Area Sales Manager – South Bay Area 2016
- Account Executive – South Bay Area 2015 – 2018

- Increased product market penetrations in the South Bay Area (Silicon Valley in CA) by more than 128% in less than 10 months.
- Increased growth in a global site with their operations and logistics team by 390% in 1 year.
- Increased territory sales by 7% within the Silicon Valley in California in 1 year.
- Increased controlled actual revenue by 107.5% from last year in the New England Area (NH & ME) in 8 months.
- Increased controlled actual shipment by 151.6% from last year in the New England Area (NH & ME) in 8 months.
- Had a record June in acquisition (+ \$ 94K), in new & regained sites (9ea), brought in 14 ea. new Governmental customers on board (\$ 117K) and was # 5 in the nation for lost customers (less than 8%).
- Increased loyalty and revenue generation in the North East Area (NH, ME & VT) by more than 129% in the last quarter of 2021

Yamato Scientific America Inc., Santa Clara, California 2014

- Sales Manager – Canada & Latin America

- Increased product market penetration in Canada & Latin America by more than 175% in less than 4 months.
- Interviewed & established new distribution sales channels in each country (75% of them didn't have any representation)

• **SP Scientific – An SP Industries Division**, Warminster, Pennsylvania 2008 – 2013

- Sales Manager – Latin America, South Africa, Russia & Iceland - 2013
- Sales Manager – Latin America & Canada, 2009 – 2013
- Sales Manager – Latin America, 2008

- Increased territory sales from 8% of total international sales to 43% within five years.
- Expanded and improved the international sales of the company emerging market to a booming 46%.

- Increased product market penetration in Canada, South Africa, Russia and Iceland by more than 125% over 3 years.
- Increased product market penetration in Canada & Latin America by 176% in five months.

United Health Care Group – Evercare, Waltham, Massachusetts 2005 – 2008

- Account Executive

- Increased product market penetration in the area by more than 150% in less than 2 years.
- Expanded and improved the territory to a booming 66% in three years.
- Interviewed and managed new channels (doctors & nurse practitioners) where there was no representation or market penetration before.

Thermo Electron – BTD (now Thermo Fisher Scientific),
Milford, Massachusetts 1998 – 2004

- Latin America Sales Director

- Increased territory sales from 2% of total international sales to 63% within five years.
- Increased product market penetration in Latin America by more than 225% over 3 years.
- Generated, created and budgeted the translation of literature, operational and instructional manuals and export documents into Spanish and Portuguese, resulting in an increase of 150% in sales for the first year.
- Established and maintained an excellent relationship with over 175 international local distributors.

Labconco Corporation, Kansas City, Missouri 1989 – 1998

- Latin America Sales Manager, 1992 – 1998
- Latin America Sales Representative, 1991 – 1992
- Sales Support Representative, 1989 – 1991

- Increased product market penetration in Latin America by more than 185% in less than 6 months.
- Established and maintained an excellent relationship with over 250 international local distributors.
- Expanded and improved the international sales of the company emerging market to a booming 64%.
- Authored and published scientific articles in international laboratory magazines for three of the company's product lines.
- Negotiated and oversaw more than 125 commission schedules of international dealer accounts on a monthly basis.
- Maintained and operated territory expenses below 12.5% of budget

Education

- **Master of Business Administration** with emphasis in International Marketing, University of Kansas, Lawrence, Kansas
- **Bachelor of Arts & Science in Biology**, with minor in Spanish, University of Kansas, Lawrence, Kansas