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Top Skills

Sales Management
Manufacturing
Sales

Larry Swink

President / CEO Jackson Electric Supply
Jacksonville, Florida, United States

Summary

I have been fortunate to be a part of the Electrical industry for more than 27 years. The industry has gone through dramatic changes in the last 5 years, creating opportunities and problems. So, it's a great time for problem solvers and I strive to be one of them.

Experience

Jackson Lighting & Electric Supply Company
President / CEO

January 2013 - Present (13 years 3 months)

- Started Jackson in 2013 leading it to a top 150 US distributor.
- Currently working with the best team in the marketplace managing all aspects of sales and operations focused on distributing lighting and electrical product solutions nationally.

Rogers Electric

Director Of Procurement

March 2011 - December 2012 (1 year 10 months)

- Managed procurement, inventory and logistics nationally for the largest self-performing Electrical Service contractor in the US.
- Focused on creating a purchasing solution and inventory profile for over 700 service trucks and multiple warehouse and shipping points coast to coast.

Gexpro

12 years 8 months

Global Account Manager

May 2008 - March 2011 (2 years 11 months)

Shelton, CT

- Responsible for the growth of National and Global accounts headquartered in the Southeastern United States.
- Succeeded in growing Industrial, Retail, and National Contractor accounts during tough economic conditions.

- Played a key role in creating service solutions that utilized the resources of a multi-billion-dollar distributor with the service of a local distributor.

Outside Sales Representative

July 2001 - May 2008 (6 years 11 months)

- Local outside sales person in the Jacksonville market serving the Pulp and Paper Industry and large commercial contractors.
- Built a successful account package contributing to the best years in my branch's history.

Onsite Account Manager

May 2000 - July 2001 (1 year 3 months)

- Worked full-time onsite at Georgia Pacific Pulp & Paper mill in Palatka, FL.
- Managed all aspects of customer service and provided electrical product solutions daily.

Inside Sales Representative

August 1998 - May 2000 (1 year 10 months)

- Supported the best outside sales team in Jacksonville.
- Managed daily quotes and closing orders, contributing to the success of large projects.

CED

Inside Sales

January 1997 - August 1998 (1 year 8 months)

Jacksonville, Florida, United States

- Began my electrical distribution career with CED.
- Promoted from a warehouse role to counter sales and later to inside sales.
- Gained foundational knowledge in electrical distribution and inventory management.

Education

Jacksonville University

Business Administration and Management, General