

# Larry Swink

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## Summary

I have been fortunate to be a part of the Electrical industry for more than 25 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

### **President / CEO**

Jackson Lighting & Electric Supply Company

Jan 2013 - Present (11 years 1 month)

- 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.

### **Director Of Procurement**

Rogers Electric

Mar 2011 - Dec 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.

### **Global Account Manager**

Gexpro

May 2008 - Mar 2011 (2 years 11 months)

- 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**

Gexpro

Jul 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**

Gexpro

May 2000 - Jul 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**

Gexpro

Aug 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.



## **Inside Sales**

GED

Jan 1997 - Aug 1998 (1 year 8 months)

- 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

## **Skills**

Sales Management • Manufacturing • Sales • Logistics • Account Management • Management • Construction • Contract Negotiation • Sales Operations • Purchasing