

Gary D. Peterson

101 Norman Circle ♦ Glenmoore, PA 19343 ♦ Mobile: (484) 947-3461 ♦ garydpeterson97@gmail.com

Global / Divisional Key Account Management and Business Development

Multi-faceted, dynamic professional with extensive experience in Divisional and Global Key Account Management, Business Development, Building and Expanding Customer Relationships internally and externally. Areas of focus are primarily in the heavily regulated Pharmaceutical and Healthcare industry, specific to the flexible packaging and glass industry in disciplines of KAM, Operations, Technical Services, Quality and Research and Development. Enthusiastic and articulate communicator who believes in the theory of Business Management, not simply selling - the job is to understand the customer both Internal and External, cultivate critical ties with critical decision-makers and stakeholders, and gain respect by helping both to understand how needs and benefits balance in order to bring Success to both organizations. Core strength in ability to build long-term relationships and use client satisfaction and loyalty as a competitive advantage, with a proven track record of success in a highly competitive, highly regulated Global Environment.

PRIMARY AREAS OF FOCUS

- Key Account Management
 - Business Development
 - Project Management
 - Leadership - Team Management
 - Strategic Planning
 - Global Business Management
 - Pipeline Development
 - Relationship Building
 - Effective Forecasting
 - Strategic Negotiation
 - Presentation Delivery
 - Business/Financial Management
 - CM and EBITDA Growth
 - Scientific Method / Analytical Trouble Shooting
 - Data Analysis
 - Alliances and Partnerships
 - Account Building
-

PROFESSIONAL EXPERIENCE

Gerresheimer Glass – Vineland NJ

2007-Present

Global and Divisional Key Account Manager, Tubular and Moulded Glass Division

- Manage Sales for Top Tier Key Global Accounts – Moulded Glass
 - Moulded Glass Customer Base including Pfizer, Becton-Dickinson, Luitpold and Zoetis.
 - Moulded Glass: 2016 Operating Plan \$17MM annual sales (expect increase of 10% to \$18.7mIn)
- Manage Sales for Top Tier Key Global Accounts – Tubular Glass
 - Tubular Glass Customer Base including Pfizer, Becton-Dickinson, Ortho Clinical and Luitpold.
 - Tubular Glass: 2016 Operating Plan \$27MM annual sales (expect increase of 17% to \$31.5mIn)
- Commercial Management
 - Areas of responsibility include syringes, serum vials, onion skin tubing, ampoules, moulded bottles.
 - Responsible for maintaining and increasing segment CM and EBITDA performance.
 - Develop and administer annual (OP) and five year (SP) sales plan.
 - Qualified new Global Customer into Poland, China and India facilities (\$7mIn).
 - Primary KAM accountable for Onion Skin customers and market increases.
 - Deliver regular updates to top management in Sales, Operations and Finance.
 - Understand Customer needs and deliver Best Practices to meet their requirements.
- Pipeline Development
 - Develop and Deliver profitable “WINS” from existing and new customer opportunities.
 - 2015 (annualized) = 148mIn pieces at \$10.9mIn
 - 2016 YTD (annualized) = 205.7mIn pieces at \$11.7mIn

Hueck Foils – Columbia SC

2005-2007

Account Manager

- Sales Account Management for Existing and New potential customer base.
- Management of key Food Customer North America – Masterfoods (M & M Mars).
- Identified and Developed relationships with new Pipeline potentials.
- Management and Established broad based Food and Pharmaceutical customer list.
- Developed Annual and Long Term Sales Plans for revenue and profit.
- Professional presentations to Top Management in Sales, Procurement, Finance and Operations.

Alcoa Flexible Packaging / Reynolds Metals Company - Richmond, VA

1999 - 2005

Account Manager / Flow Path Manager

- Account Manager responsible for Key Pharmaceutical and Healthcare business.
- Developed increased CM for Key Customer with transition from single color one side to seven color two side print for CR packaging (GlaxoSmithKline).
- Transition of Key Customer from gravure print in one plant to flexo print in alternate plate to gain flexibility for Operations (Schering Miami Lakes FL).
- Identify and gain access to new customers that fit EBITDA profile.
- Flow Path Manager for Carton business specific to GSK Aquafresh portfolio.

Graphic Packaging Corporation – Paoli PA

1995 – 1999

Account Manager

- Responsible for ongoing customer base in Pharmaceutical, Animal Health and Food industry.
- Introduction of new business opportunities for multi plant operational platforms.

Graphic Packaging Corporation – Franklin OH and Paoli PA

1987 - 1995

R & D, Technical Services, Quality Manager

- Responsible for all performance and packaging specifications for multiple production sites.
- Quality Manager for a \$40mIn site, including FDA regulated product lines.
- Performed for internal and customers line trials for development of new business opportunities.

EDUCATION

Bachelor of Science, Packaging with emphasis on Sales and Marketing - Michigan State University

Master of Business Administration with emphasis on Business Law - Villanova University