

Hagan, Mary

From: City Council
Sent: Tuesday, November 16, 2010 1:36 PM
To: Hagan, Mary
Subject: FW: Council Openings
Attachments: TimothyHResumenew(3).doc

Importance: Low

From: Tim Rinehart [<mailto:rhino717@hotmail.com>]
Sent: Tuesday, November 16, 2010 1:32 PM
To: City Council
Subject: Council Openings
Importance: Low

Dear Lakewood City Council Members,

My name is Tim Rinehart and my family and I have been a residents of Lakewood for over 15 years. We love the city very much and have made good friends and neighbors.

My educational background in marketing and business administration, my commitment to the Lakewood community through St. James (former member of the finance council) and as Athletic Director at Lakewood Catholic Academy and not to mention the eight years I spent on City Council in the town we lived in before, shows I have the tools to make a good councilman.

I have a solid history of producing results within a limited budget both in my job now and at Lakewood Catholic Academy.

I deal effectively with customers, executives, and my co-workers on a regular basis. All of these achievements are critical to businesses, such as yours, that must compete in today's difficult economy.

My resume is enclosed as proof that I meet all the criteria listed. An interview would give me the chance to further prove my unique strengths.

Warmest Regards!

Tim Rinehart
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SUMMARY

Marketing support, customer service and sales professional with track record of success in building and maintaining long term account relationships with automotive aftermarket, OEM, distributors and consumers. Superb listening skills with the proven ability to effectively analyze and resolve customer issues and needs.

BUSINESS EXPERIENCE

William Wolf & Company, CARBRITE Products, Cleveland, Ohio (02/05 to present)

Automotive Product Sales Specialist

Serving as Cleveland's Westside sales representative for CARBRITE products. Managing accounts with sales in excess of \$120,000 per year. Also serving as their area paint and adhesive sales representative for same area.

Territory was from the west side of Cleveland, south to Medina and the west to Vermilion.

- ❖ Have opened on average, 1 new account per month while I was with them
- ❖ Re-established existing accounts during same time period
- ❖ Increased sales in first part of second year by forty percent
- ❖ 2006 sales increase of over 18%

Montana Products, Automotive Finishes, Orville Ohio

Automotive Paint Sales Specialist

(03/04 to 10/04)

Served as one of two area sales representatives for the Cleveland area, distributing automotive products, coatings and adhesives to over 100 customers and bringing in up to \$30,000 in sales each month.

Territory was from the west side of Cleveland, south to Mansfield and the west to Port Clinton.

- ❖ Functioned as accounts receivable manager for said territory/accounts.
- ❖ Functioned as warehouse manager, managing over \$40,000 of inventory monthly.
- ❖ Functioned as purchasing manager for said accounts.
- ❖ Opened on average, 1 new account per month while I was with them.
- ❖ Re-established 6 existing accounts during same time period.
- ❖ Managed one delivery driver for my area.
- ❖ Managed all in-house color matches.

Sherwin Williams, Automotive Finishes Corporation, Cleveland Ohio

(9/85 to 10/03)

The Automotive Finishes is a \$450 million division that manufactures and distributes automotive coatings, adhesives and related products through 130 company stores and national retail outlets in the US and Canada.

System Support / Retail Sales Operations

(5/98 to 10/03)

Provide help desk operating support to over 780 locations nationwide for hardware and software issues related to retail operations and color analysis. Work directly with internal and external customers to maintain efficient operations and effective product utilization.

- ❖ Primary in – house resource for computerized color analysis supporting all company and customer locations nationwide.
- ❖ Work directly with Sherwin Williams's Marketing department and equipment manufacturer in managing the distribution of changes and updates for 20,000 to 40,000 colors each year.
- ❖ Analyze and resolve 60 to 70 issues per week regarding invoicing, inventory control, purchasing, customer tracking and internal /external communications.
- ❖ Set up operations for 10 new branches, each generating \$1.5 million annually. Determined equipment needs ordered hardware, installed software and trained personnel in effective system utilization.

Technical Marketing Information Specialist

(4/95 to 4/98)

Functioned as Mr. "Ask Sherwin Williams" for branch managers, distributors and customers. Provided expert analysis related to color information issues that included surface preparation, primers, topcoats, product quality, durability and integrity.

- ❖ Evaluated user issues and objectives. Provide recommendations for most effective product utilization.
- ❖ Handled and resolved over 250 calls per day from all 50 states.
- ❖ Maintained and updated color and finish database for thousands of vehicles from the Model T to the latest production years from OEM manufacturers.

Branch Service Operation Manager

(9/85 to 4/95)

Performed functions of inside salesman, warehouse management and operations for an automotive branch with over \$1 million in sales per year.

- ❖ Supervised and coordinated sales for all branch customers in Northeast Ohio and southern Michigan.
- ❖ Coordinated all color matching, blending and formula development within the branch, with up to 15 matches per day.
- ❖ Assisted Operations Manager with branch sales, accounts receivable and payable, warehouse maintenance and inventory transactions .

EDUCATION

Bachelor of Science in Marketing
June, 2002

David Myers University
Cleveland, Ohio

Associates Degree in Business Administration
May, 1993

Owens Community College
Toledo, Ohio

COMMUNITY SERVICE and OUTSIDE ACTIVITIES

- ❖ Served as Vice Mayor of Haskins Village council.
- ❖ Managed parks / recreation and police department on said council for eight years
- ❖ Coached YMCA basketball and football for five years
- ❖ Coached City League basketball in 2002 (won a championship)
- ❖ Coached CYO basketball, baseball and football in some capacity the last 3 years
- ❖ Officiated Ohio High School football for two years
- ❖ Member of the Lakewood Early Childhood Pre-School PTA for 8 years
- ❖ Den Leader for Cub Scouts and Webelos at St. James
- ❖ Volunteer firefighter.
- ❖ Athletic Director and finance council for St. James
- ❖ Athletic Director for Lakewood Catholic Academy --see attached