

CHRISTOPHER P. CHAOUSY

724.480.9385 Cchaousy@gmail.com www.linkedin.com/in/cchaousy

Global Sales Professional: Experienced & Creative

PROFESSIONAL SUMMARY

Key Roles: Account Manager, B2B Sales, International Business Development, Marketing, Sr. Strategic Buyer

Key Accomplishments: 18% sales growth in three years, conception to completion joint venture creating \$5.3M savings; self-directed development of effective sales and marketing materials, developmental coaching

INTERNATIONAL EXPERIENCE

- 🌀 Increased international collaboration with distributors, increasing global sales by 15%
- 🌀 Identified and qualified global distributors resulting in aggressive marketing campaigns and increased brand awareness
- 🌀 2021 Virginia International Trade roundtable panelist; enhancing distributor relationships
- 🌀 Educated in US Commerce Department export resources, creating skills to identify, validate, and attain meetings with decision makers
- 🌀 Enhanced understanding of business and cultural mores via business travel throughout Asia and India

PROFESSIONAL EXPERIENCE

Global Sales Manager, Coal Fillers, Inc., HQ, Bluefield, VA 2016 – 2021

- 🌀 Grew sales 18% within three years of onboarding (impeded sales decrease within one year of start date)
- 🌀 Self-taught technical abilities of raw material sold, becoming industry expert and creating ability to identify new sales opportunities
- 🌀 Developed functional customer and industry relationships, increasing existing client sales
- 🌀 Determined product margins, pricing, and volume discount rates to maximize profit
- 🌀 Created all marketing material, sales training documents, global platform for distributor repository used to educate clients and distributors
- 🌀 Developed and executed marketing strategy to rebrand and design website, targeted at export market
- 🌀 Retained technical resources and consulting, creating savings of \$100k annually; these new studies to be included in technical publications and to support current and future business
- 🌀 Pursued and awarded grants over \$65K for international marketing and travel
- 🌀 Identified, assisted, rated, analyzed performance of distributors; generating \$60k in annual savings

Senior Strategic Buyer Calgon Carbon Corporation, HQ, Pittsburgh, PA 2006 – 2016

- 🌀 Created opportunity, influenced management, provided functional internal project management of joint venture to install pulverizing facility at third-party site; saving more than \$5.3M versus in-house alternative
- 🌀 Executed multiple five-year coal agreements; net savings over \$10M over 5-year period
- 🌀 Selected for and completed developmental coaching by Executive Human Resource Solutions
- 🌀 Successful reimplementation of SAP as “Purchase-To-Pay”, global process owner
- 🌀 Negotiated and managed logistics of 250,000 tons of coal transportation from mine to two plant sites

PROFESSIONAL EXPERIENCE (Continued)

PROFESSIONAL EXPERIENCE (Continued)

Accounting Tax Internship, PwC, Pittsburgh, PA **2006**

- 🌀 Researched and analyzed tax laws, follow rules and regulations, industry, and technical matters
- 🌀 Interacted with firm management and partners, developed relations skills with high level management
- 🌀 Demonstrated self-motivation and desire to take responsibility for personal growth and career development
- 🌀 Completed internships focused on small teams; gained leadership experience and sensitivity

EDUCATION

Bachelors of Science in Accounting, Robert Morris University, Moon Twp., PA **3.4 GPA**

Associates Degree in Computer Network Systems, IIT Technical Institute, Pittsburgh, PA **3.8 GPA**

MILITARY EXPERIENCE

Supply Administration and Operations Specialist, United States Marine Corp. Reserves **2003 – 2009**
MWSS 471 Detachment Alpha, Johnstown, PA

- 🌀 Honorably discharged as Corporal upon completing service obligation
- 🌀 Accountable for over \$3.5 M of supplies, equipment, and team of 4

PROFESSIONAL GROUPS AND LEADERSHIP

Past Board Chair, Pittsburgh Society of Coating Technologies, Pittsburgh, PA

- 🌀 Involved/committed to build relationships, knowledge, and leadership experience
- 🌀 Driven to understand barriers to market entry and means to overcome
- 🌀 Served Society in other leadership roles

Current Treasurer, Southern Rubber Group, Greenville SC/Myrtle Beach, NC

- 🌀 Professional organization to network, gain industry knowledge/leads and meet prospective clients

Board Chair, Ohio Rubber Group, Akron, OH

- 🌀 Gain employer recognition in largest local group focused on tires, automotive, and industrial applications
- 🌀 Expand network and contacts for leads to achieve new sales opportunities
- 🌀 Served Group in other leadership roles

COMMUNITY INVOLVEMENT

Volunteer, Knights of Columbus Intellectually Disabled Association, Swissvale, PA **1985 - Current**

- 🌀 Assistant leadership role in organizing events to celebrate holidays with Intellectually Disabled adults

Mentor, Ex-Convict Mentorship, Pittsburgh, PA **2020 - Current**

- 🌀 Support selected former inmates to acclimate with changes in technology and general societal guidance

Volunteer, Good Shepard Prison Ministry, Several PA State Prisons **2014 - 2019**

- 🌀 Active participant in weekend retreats at select state prisons
- 🌀 Offer individual support through biblical teachings and counseling