

VMI Alumni:

George T. Armbruster Jr. '89 is seeking opportunity to build on his experience and leadership gained in over twenty-five years of business development. While working for corporations, he has consistent double digit revenue growth developing new customer sales bases while managing existing relationships with clients. Launching several companies from conception to sale proves his ability to be an aggressive, innovative, self-starter. He currently lives in Williamsburg, VA and can travel to Richmond or Hampton Roads for his career.

His preferred positions include the following:

- Business Ownership
- Business Development
- Sales Management
- Sales
- Operation Management
- Project Management

Industries he is actively pursuing employment with include:

- Corrosion
- Chemical
- Technical Sales
- Government Sales
- International Business

Let us continue our recent success of assisting alumni with their job searches. If you know of an alumnus who can assist with George Armbruster's aspirations, please forward his resume or contact him by phone 757-814-6556 or email [georgearm@cox.net](mailto:georgearm@cox.net). His resume can be viewed below.

Thanks,  
Eric Hunter '08  
Career Networking Officer

# George T. Armbruster, Jr.

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(757) 814-6556 cell ▪ [georgearm@cox.net](mailto:georgearm@cox.net)

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## EXECUTIVE PROFILE

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### **Sales Management ▪ Business Development ▪ Strategic Alliances ▪ Negotiations**

High performing executive with a proven track record of successful mutually beneficial international and domestic business agreements. Ability to develop strategic long term partnerships and communicate effectively with all levels of decision makers.

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## CAREER SYNOPSIS

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### **Atlantic Constructors, Inc.**, Newport News, VA

May 2013-April 2015

A regional mechanical construction company

#### *SALES MANAGER FOR PENINSULA AND HAMPTON ROADS REGION*

Managed all aspects of office and was responsible for the profitability of the Hampton Roads Service & Special Projects Division for Atlantic Constructors.

- **Managed entire Hampton Roads Division sales and operation staff .**
- **Maintained high levels of customer service.**
- **Strategically targeted new accounts.**
- **Wrote proposals, negotiated contracts with prospective clients and renegotiated terms with existing clients to close sales.**
- **Monitored profitability against the business plan and made adjustments as necessary.**

### **Fleet Services and Installations, LLC**, Portsmouth, VA

2008- 2013

Virginia Class A construction contractor focused on Federal contracting

#### *VICE PRESIDENT OF SALES*

Handled all elements of sales including contract proposals, fee negotiation, project management, hiring, procurement and training. Manage multiple construction contracts throughout the United States.

- **Captured \$11 million in new sales annually** by designing and executing an aggressive sales program.
- **Built an extensive GSA schedule that included over 15,000 products.**
- **Negotiated exclusive agreement with multiple companies that provided best allowable pricing.**
- **Expertly managed large corporations as sub-contractors.**

### **Fleet Imports, LLC** , Portsmouth, VA

2003-2011

A wholesale importer and distributor, commercial and retail supplier of custom cut natural stone slabs and tile

#### *VICE PRESIDENT OF SALES*

Sourced, imported and delivered natural stone slabs and tiles to fabricators across Virginia, North Carolina and South Carolina. Completed large-scale commercial projects with overseas manufacturers producing countertops, cladding and vanities. Established and enhanced supply relationships with key international partners in Brazil, China, Europe, and India.

- **Built a cohesive team of 35 sales professionals.**
- **Grew annual sales to \$15 million from start up.**
- **Developed and maintained a solid network of global contacts with companies from Brazil, India, Asia, and Europe.**
- **Successfully set up trade deals ranging from \$500,000 to \$5,000,000.**
- **Communicated and interacted effectively with people of diverse backgrounds.**
- **Negotiated freight rates and handled container traffic while monitoring quality control.**

- **Understood and followed both US and international trade policies and laws.**

## **Nalco Chemical Company**, Central, VA

1997-2003

Subsidiary of publicly-traded (NYSE:ECL) international water treatment company with \$11 billion in worldwide sales

### *SR. ACCOUNT SALES MANAGER*

Business development, forecasting, consultative services, and P&L management in large territory.

- **A founding member of the Pulp Group.**
- **Managed a multimillion dollar sales base.**
- **Achieved All Pro Salesman Award four out of five years.**
- **Increased annual sales 15% every year and achieved zero lost accounts.**
- **Annual presenter of a detailed ROI to all my accounts.**

## **Air Monitoring Specialists, Inc.** Richmond, VA

1991-1997

Certified E.P.A. contractor specializing in complex air emissions testing

### *SALES PROJECT MANAGER*

Specialized in conducting air emissions source tests for the federal government, municipalities, private manufacturing and utility companies. Responsible for sales / marketing and project management of multiple teams of field personnel conducting emission tests and compliance reporting to state and federal agencies.

- **Trained and built a team of field environmental specialists**, responsible for conducting air emission compliance testing throughout the US. Test methods included continuous emission monitoring, wet chemistry testing and relative accuracy test audits.
- **Trained E.P.A. personnel on complex air emission testing procedures.**
- **Developed a regional customer base of over three hundred companies**, secured contracts for annual compliance testing with Virginia Power, Potomac Electric Power, Cogentrix and DuPont.
- **Elected to board of Air & Waste Management, South Atlantic Section in 1996.**
- **Successfully sold my business interest in 1997.**

## EDUCATION & CERTIFICATIONS

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### **Virginia Military Institute**, Lexington, VA

*Bachelor of Arts degree in Economics*

*Four Year Scholarship Varsity Baseball Player*

### **Training Courses Completed:**

*Target Account Selling, Consummate Sales, Sales Approach*

*NACE Certified Coating Inspector Level 2, License 58285*

## ASSOCIATIONS & COMMUNITY

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**SDVOSB Council**, *Founding member* - combat fraud impacting owners of disabled veteran companies; wrote testimony and testified before United States Congress regarding fraud in the SDVOSB government program.

## TECHNICAL PROFICIENCIES

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*Microsoft Excel, Outlook, Power Point and Word.*

