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August 24, 2010
Planning & Development
Attention: Entrepreneur in Residence
12650 Detroit Avenue
Lakewood, Ohio 44107

Dear Sirs:

I am writing you in response to your recent advertisement for a **Entrepreneur in Residence**.

I have for the past two years worked in the Economic Development and Entrepreneurial Business Creation area as an Industrial Development Manager for Wire-Net, Inc a local Economic Development advocacy group in Cleveland, Ohio. Before joining Wire-net I was the owner of a manufacturing company for 13 years and sold my company to a new ownership group and decided to work in the Economic Development area to use my experience to help new and existing business owners create new markets and ventures.

In one of my most recent entrepreneurial positions I had the opportunity to build a business, which became the largest domestic manufacturer and distributor of Ceramic Bath Accessories in the US market. In that position that I had for over 13 years gave me significant experience in building a strategic business development program to grow a business. Previously I have had successful business development experience in the technology-oriented businesses such Safeguard Business Systems, ADP, and General Electric Information Services. I also, have significant experience in the financial services industry with my experience at Capitol American Financial,

During my last 20 plus years in the business community in Northeast Ohio I have developed a very broad network of contacts both with senior business executives, advisors, bankers, consultants and a number of public officials in several cities, several counties and several federal/state economic departments. I would look to utilize this experience in achieving the challenging goals you describe for the Entrepreneur in Residence position.

My extensive experience in a variety of business settings has helped me develop the broad base of familiarity to deal with a variety of audiences both internal and external to achieve a common goal. My desire now is to use my extensive experience to continue working in an environment in which I feel I can make a very positive impact in contributing to help a variety of individuals achieve their business goals. I would look to utilize this experience in helping companies achieve their business goals.

I look forward to hearing from you in the near future to review a mutually beneficial opportunity.

Sincerely,

Joseph Gross

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Westlake, Ohio 44145

Phone
Cell Phone
E-mail

Joseph Gross

Experienced in operations/manufacturing management, executive sales, economic development and senior executive management covering all aspects of business operations.

Experience in:

- Operations/Manufacturing Management
- Production Scheduling
- Profit & Loss Responsibility
- Strategic Business/Sales Planning
- Distribution Operations Management
- Sales & Sales Management
- Marketing
- Product Management
- Project Management
- Regulatory Compliance

SUMMARY

WIRE-NET

2008 to PRESENT

Cleveland, Ohio

INDUSTRIAL DEVELOPMENT MANAGER

Have worked in the Cleveland Industrial Retention Initiative program which focuses on working with the Industrial Sector companies in the City of Cleveland. The program is managed by Wire-net a small business manufacturing advocacy group providing economic development assistance in NE Ohio.

- Have helped companies expand in my area that has resulted in over 200 new jobs for my area of responsibility.
- Over last 18 months have helped companies qualify for over \$2M in financing from public and private funding sources.

A C PRODUCTS, INC.

1995 TO 2008

Apple Creek, Ohio

PRESIDENT/OWNER

A C Products is a privately held company with more than 100 employees that is located in Apple Creek, Ohio; it is the leading manufacturer in terms of quality and size in the Ceramic Bath Accessories Industry in the United States.

- Over the past five years have improved plant productivity by 10% per year.
- Have grown the company revenues by more than 80% since 1995.
- Increased plant capacity by 50% within existing facility.
- Initial Bank and Equity financing repaid in five years

REVERE GROUP

1993 TO 1995

Cleveland, Ohio

MANAGING PARTNER

Revere Group was a private investor group whose objective was an acquisition of a company in the sales range of three to twenty million dollars in the Northeastern Ohio area.

- Acquired with investment group A C Products, Inc. in 1995

SAFEGUARD BUSINESS SYSTEMS

1989 TO 1993

Philadelphia, Pennsylvania

PRESIDENT OF SAFEGUARD EMPLOYER SERVICES (Operating Division)

Was responsible for overall management of all sales, service and data processing locations employing 195 personnel in five geographic locations. Products and services sold through a national independent distributor organization.

-Developed new operating division to enter automated services market for the Company.

-Grew the Payroll Services Group of Employer Services to 12,000 clients and increased sales 40% while growing operating revenues 17% in 1992 & 1993.

CAPITOL AMERICAN INSURANCE CORPORATION

1984 TO 1989

Cleveland, Ohio

PRESIDENT OF CAPITOL AMERICAN BUSINESS MARKETING (1987-1989)

(Wholly owned subsidiary)

SENIOR VICE PRESIDENT (1984-1987)

Reported directly to CEO for managing subsidiary to achieve nationwide goals and profit objectives.

-Reorganized corporate sales organization to position company for nationwide sales of supplemental health care products. The national expansion resulted in sales increases from \$20 million to \$78 million in the three year period.

-Developed a new operating division to focus on business-to-business sales via a payroll deduction marketing method.

AUTOMATIC DATA PROCESSING (ADP)

1982 TO 1984

Independence, Ohio

DIVISION VICE PRESIDENT OF SALES

Was responsible for providing marketing/sales planning and management guidance to six regional offices computer based technology related services in the North Central Division.

GENERAL ELECTRIC INFORMATION SERVICES COMPANY

1978 TO 1982

Cleveland, Ohio

Was responsible for the management of the Cleveland branch to include systems installations and sales performance for all personnel within the assigned branch territory.

MILITARY SERVICE

UNITED STATES ARMY

- (Retired Army Reserve in 1998 after 22 years of service as a Lieutenant Colonel)

EDUCATION

M.B.A.—Business Systems Management—Baldwin Wallace College

B.B.A.—Marketing—Kent State University

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