

RESUME OF GREGG A. SUVER
3309 Wigham Court
Pickerington, OH 43147
614-864-9186

EDUCATION
1985-1991

THE OHIO STATE UNIVERSITY COLUMBUS, OH
Bachelor of Science degree in Agronomy, March 1991. Program of study in Agri-Business, with specialization in Turf Management. Member of Army Reserve Officer Training Corps.

BUSINESS
EXPERIENCE
10/09 – 6/10

HELENA CHEMICAL CO, INC. COLUMBUS, OH
Turf and Ornamental Specialist. Sales representative responsible for developing territory in all segments of green industry. Working to develop sales accounts for a new territory in the company. Introduce Helena branded products and supply major manufacturer products to the market, while maintaining a profitable account base.

1/04 – 8/09

PLANT HEALTH CARE, INC. PITTSBURGH, PA
Regional Account Manager. Sales representative responsible for developing territory in all segments of green industry. Work to develop distribution channels, train and educate customer base, in a five-state territory. Coordinate sales and marketing efforts with distributor companies, ensuring sales, expense, and profit goals are met. Took territory from \$350,000 to \$685,000 in less than two years. Met sales goal fastest in company history in 2005.

1/00 - 1/04

SQM NORTH AMERICA CORP. ATLANTA, GA
Specialty Products Manager. Sales representative for potassium nitrate, basic materials, and blended water soluble fertilizers covering the Great Lakes and Northeast. Responsible for sales and market development. Work to develop distribution channels for the product lines in the Champion® brand or through private labeling. Coordinate sales and marketing efforts with distributor companies. Took territory from \$300,000 to \$900,000 sales volume.

4/96 – 1/00

AGRIVERT, INC. WEBSTER, TX
Midwest Technical sales. Representative for manufacturer of Nutricote® Controlled Release Fertilizer responsible for developing sales in a seven state territory. Maintain professional relationships with six distributor companies and their sales reps. Help each rep to understand the release characteristics of slow release fertilizer and the requirements of a slow release fertilizer. Work with each distributor rep making end user sales presentations at their nursery and greenhouse customer. Grew territory from \$150,000 to \$650,000 sales volume.

1/94 – 4/96

TERRA INTERNATIONAL, INC. PANDORA, OH
Professional Products sales. Responsible for developing turf and ornamental accounts across Northwest Ohio. Sell and service professional turfgrass management products to golf courses, lawn care operators, nurseries, and

grounds maintenance managers. Supplier of fertilizer, pesticides, spreaders. New territory -\$400,000 sales volume in two years.

1/92 – 1/94 LESCO, INC. ROCKY RIVER, OH
Responsible for servicing golf course, lawn care operators, landscape maintenance operators from truck sales route. Managed inventory, maintained D.O.T. records, with full sales responsibility in territory. Full line supplier of turfgrass management supplies, including mowers, spreaders, hand tools, parts, fertilizers, pesticides, turf marking paint, irrigation supplies, etc.. New territory for company - obtained \$300,000 sales volume in two years.

4/91 – 1/92 SOUTHERN SPRAY CO., INC. MEMPHIS, TN
Lawn Care Technician. Responsible for maintaining customers lawns, performing estimates, and sales of the lawn weed control and fertilization programs in the Memphis area. \$150,000 residential sales.

3/90 – 4/91 TURF & NURSERY SUPPLY, INC. CANTON, OH
Sales Specialist responsible for sales and service to golf courses, lawncare operators, landscape operators, nurseries, and grounds maintenance companies in Northeastern Ohio. Supplier of fertilizer, pesticides, and grounds management equipment. Grew sales from \$200,000 to \$400,000.

MILITARY
EXPERIENCE
1991 – 1992

ARKANSAS NATIONAL GUARD W. MEMPHIS, AR
Field artillery officer. Responsible for reconnaissance and survey of artillery cannon site. Advise commander of site, improvements needed, and threat conditions. Third in the chain of command.

1988 – 1991 OHIO ARMY NATIONAL GUARD NEW LEXINGTON, OH
Air defense artillery platoon leader, detachment commander, motor officer, and Executive officer. Graduate of Air Defense officer basic course at Ft. Bliss, TX. Responsible for training and management of 30 personnel and all platoon operations and equipment.

1986 – 1988 RESERVE OFFICER TRAINING CORPS COLUMBUS, OH
Received Army training on management techniques and leadership while attending college at The Ohio State University. Served as brigade supply officer and logistics officer. Seventh in the chain of command. Also served part time in the Ohio National Guard.

1981 – 1986 UNITED STATES NAVY SAN DIEGO, CA
Achieved the rank of E-5. Performed duties as lookout, shipboard maintenance, firefighting, and damage control. Performed reserve duties in Columbus at Rickenbacker Air Base with Construction Battalion.

REFERENCES

Personal references available.