

Donald L. Brown

1929 Bighorn Drive

Arkdale, Wisconsin 54613

Email: brownknowspromos@gmail.com

LinkedIn URL: www.linkedin.com/in/brownknowspromos

Qualifications include work experience as a sales and marketing professional with excellent verbal and written communication, outstanding customer service and effective problem solving skills as well as computer expertise of printed and electronic communication, knowledge of quality control, process improvement and operations management. Seeking a full time position that will allow me to utilize my previous experience in a sales and customer oriented work environment.

Previously promotional business experience with Showdown Displays, BAGMAKERS Inc. and Promotional Packaging Solutions.

Safety Officer – Corrosion Monitoring Services – St. Charles IL 2015/2016

902 Equity Drive, St. Charles IL Ph# (630)-762-9300 Supervisor: Pat Schey / Director of Safety Alan Schullo Ph# 630-762-9300

Supervised safety team consisting of firefighters trained to confined space and rescue operations. Responsible for all completion of safety training, records, daily permits, confined space air monitoring reports, etc. as well as interfacing with site management.

This position was on a call out basis once outage timeframes and contracts were confirmed. Actual dates worked in 2015/2016 included the following:

Minkota Power – North Dakota from Sept. 20 – Oct. 31, 2015

AES Warrior Run – Cumberland Maryland from April 9 – April 22, 2016

Clearwater Power – Lewiston Idaho from July 9 – July 22

Kapstone Paper Mill – Longview Washington from July 23 – July 31, 2016

Unemployed Dec.2016 – May 2017 while waiting for next job call out. Terminated my availability as of June 1, 2017.

Business Director - Probtain Nonwoven USA Arkdale WI Jan 2014 – Jan 2015

Contact Frank Ouyang in Xiamen, Republic of China at email: Frank@probtain.com

Independent representative for a foreign manufacturer of weed block, reusable shopping bags and storage boxes. Marketed product and services to major U.S. corporations including Target, Menards, Home Depot and Safeway, etc. Business plan was to start U.S. operation after 6 months but foreign investor changed mind and closed division.

Promotional Sales – Brown Knows Promos August 2013 - Current

Started an independent distributor business to sell decorated products to area supper clubs. Currently still active in promotional sales. Proficient in sourcing products for clients from both U.S. and China suppliers. Still maintain direct connections with top china bag manufacturers.

Sales Engineer/Production Manager - Showdown Displays Ramsey, MN July 2010 – August 2013

6400 Bunker Lake Blvd, Anoka, MN 56303 Ph# (763)-746-1100 CEO John Bruelman
Established a new reusable bag business segment within an existing visual communication product manufacturer. I acted as primary sales engineer to promote product line with national distributorship including tradeshow, advertising materials, marketing meetings and individual sales presentations to top 50 industry companies.

General Manager – PSI Packaging Solutions Inc. Carrollton, TX June 2009 – June 2010

1125 Hayden Drive, Carrollton TX 75006 Ph# (972)-418-8492 Owner Mike Nozawa
Company awarded a Master Distributor Award for outstanding customer service, product quality and delivery standards in 2010. As manager I was involved with all business aspects including coordinating the effort to establish this retail packaging company into the promotional product industry to provide additional sales channels to their existing business model.

Executive Vice President - Bag Makers Inc. Union, IL May 1997 – May 2009

6606 S.Union Road, Union IL 60180 Ph# (815)-923-2247 CEO Maribeth Sandford
A company with annual sales of 7 million dollars and only 35 employees in 1997 grew substantially and successfully to exceed 40 million dollars in annual sales and an increase of employee base to over 400 workers during my tenure.

Managed the day-to-day operations including personnel, equipment, inventory, logistics, daily production and process improvement. The first few years included handling most HR duties (payroll, hiring/firing, employee orientation/ record keeping, company policies and procedures, and process improvement).

Earned a Master Advertising Specialist Certificate in 2007. This is the highest standard of conduct and integrity bestowed on promotional product sales professionals. I was an integral part of the companies advertising and multimedia marketing team.

Acted as the General Contractor for the company and successfully coordinated the construction of four (4) building additions to the facility. Three (3) warehouse additions and one (1) two story office building. This required obtaining permits, selecting contractors, scheduling payouts, coordinating work progress and communicating with county engineers and city inspectors to obtain occupancy approval. I am proficient at reading blueprints, building codes and regulations.

Director of Compliance / Safety

Served as the company's Safety Director which included OSHA reporting and monitoring of all safety aspects of the facility. I chaired and conducted monthly meetings with an employee based safety committee.

I was instrumental in representing the company in most compliance issues During the last 5 years I was in charge of the company product safety certification which dealt with

all product safety issues including California Prop 65, Consumer Product Safety Commission (CPSC) regulations, and the Consumer Product Safety Improvement Act.

Quality Assurance Supervisor – Commonwealth Edison, Northern IL 1980-1997

I spent over 16 years in the Nuclear Power industry in various supervisory positions, over QA/QC personnel as a Technical Support Supervisor, QC Engineer, QA Supervisor, QA Lead Auditor/Inspector and Nuclear Station Work Procedure Training Instructor.

The highlights from these years included building strong quality control and quality assurance skills, team building and instruction/supervision of other personnel including union tradesman (welders, pipe fitters, iron workers, boilermakers, insulators, carpenters, labors, etc.) and QC personnel. This position required proficiency in federal codes and regulations, site procedures and policies and overall attention to detail.

Foreign Factory Ownership – Xiamen Fei Fei Republic of China 2006-2009

I was fortunate to be in a partnership that established a bag sewing and decorating factory in China. I was instrumental in establishing the factory's product quality control and environmental and social compliance standards.

Specialized Training and Certificates

Master Advertising Specialist (MAS) Certification - 2007

Certified Advertising Specialist (CAS) Certification – 2000

OSHA Program Verification - 2000

Nuclear Station Work Procedure Instructor - 1990

Quality Assurance Lead Auditor / QC Inspector - 1980

Authored 6 articles for PPB the Promotional Product Industry Business Publication