

Patrick L. Patterson
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Objective : To capitalize on my experiences in Manufacturing and Retail to aid in positioning a company for success by pinpointing potential weakness' as well as focusing on strengths in the overall approach to the customer via consultative selling.

Strengths: "Out of Box" thinking! My ability to apply Hi-Tech Applications & Solutions as well as being able "to drill down into real or perceived problems", as well as being able to direct and focus all available resources to get the "job done" in the least amount of time.

Summary: Experience in the following areas:

- | | |
|----------------------------|--|
| * Team Development | * Project Management |
| * Resource Management | * Organizing / Planning |
| * Group Dynamics / Liaison | * Communications / Presentations |
| * Problem Solving | * Customer Relations / Consulting |
| * Technical Experience | * Global / Major / National Account Management |

Community activities:

Chairman of the Benton County Technology Committee for Arkansas Communities of Excellence
Charter member of the University of Arkansas RFID advisory board

Employment History:

2008 – Present National Account Manager - Bentonville International Group
Responsible for new business initiatives

2000 - 2008 Wal-Mart National Account Manager Distribution, Logistics & RFID –
Motorola/Symbol Technologies/Telxon.
Responsible for **Wal*Mart, Sam's Clubs & McLane Co** (until McLane Co. was sold)
Focused on Distribution Centers, Truck Fleet, Logistics, and RFID (Stores and DC's)

Accomplishments: Attained Presidents Club status and honorable mention by attaining over 125% sales quota. Directly responsible for sale of 12,000+ installed RFID readers ~\$24 Million in sales.

Products: All equipment & related Data Collection products, i.e.: RFID, Wireless, Batch and associated equipment such as printers, scanners, & software etc.

1995 - 2000 Wal-Mart Account Manager - LXE, Inc.
Responsible for **Wal*Mart, Sam's Clubs & McLane Company.**
Focused on Distribution Centers, Truck Fleet, Logistics,

Accomplishments: Attained Presidents Club status and honorable mention by attaining over 100% sales quota. Responsible for \$2 – 5 Million in sales annually.

Products: All equipment & related Data Collection products, ie: RFID, radio, batch and associated equipment such as printers, scanners, & software etc.

1993 - 1995 **Sr. Account Rep** - BarCode **Resources, Inc.**
Products: **NORAND** & related Data Collection products, ie: radio, batch and associated equipment, such as printers, scanners, & software etc.

1991 - 1992 **Regional Manager, JNL Industries Inc. (office was closed)**
Responsible for the management of the Central Region.
Products: **SmartCam** Computer Aided Manufacturing Software & Hardware,
JNL Distributed Numerical Control (networking) Hardware & Software.

1988 - 1991 **Regional Manager, Point Control Company**
Responsible for management of the 11 central states.
Products: **SmartCam** Computer Aided Manufacturing Software & Hardware

Keywords: Automatic Identification Data Collection,, Radio Frequency Identification, bar codes, Wireless networks, Microsoft, Cad/Cam, CNC Machine Tools, Robotics, Tooling, R&D

References: <http://www.linkedin.com/pub/2/a92/1b8>

Education:

High School: Graduated - Lee's Summit, Missouri
Trade School: National Tool & Die & Precision Machine Association
Military Service: US Navy-Machinist Mate Advanced School - 2nd. Class Petty Officer

Current & Past Memberships, Certifications & Interests:

Computer & Automated Systems Assoc. (Past Vice Chair - Phoenix, Arizona & St. Louis, Missouri Chapters)

Society of Manufacturing Engineers (SME) - Senior Member

NORAND: - Related Certifications for Wireless Data Collection Equipment

LXE: - Related Certifications for Wireless Data Collection Equipment including RFID

Symbol Technologies: Related Certifications for RFID & Wireless Data Collection Equipment

Matrics: - **Related** Certifications for RFID

Various Certificates of Excellence of Microsoft NT Courses – (1998)

Experimental Aircraft Association/ International Aerobatic Club – (Private Pilot)

North West Arkansas Community College: Jazz Band – (Guitar)