

Steve D. Huber

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Over 20 years experience driving **strategic growth and product sales** for highly specialized products in competitive, niche markets. Highly motivated, results oriented, articulate, and able to influence customer decisions to achieve aggressive sales goals.

Demonstrated success in:

- Developing sales territories and selling complex products in competitive industries.
- Distilling value, overcoming objections and securing hard to close deals.
- Designing sales strategies targeted at new customers, underdeveloped sales territories, and non-traditional customers.
- Proven record of success built upon willingness to commit to long hours of work, extensive travel, and self motivated desire to accomplish goals.

CORE COMPETENCIES

- Customer Focus
 - Competitive Selling Strategies
 - Negotiation
 - Account Development
 - Prospecting/ Client Cultivation
 - Adaptability / Change Management
 - Relationship Building
 - Budgeting & Forecasting
 - Self Motivated
 - Broad and experienced knowledge with industrial processing equipment.
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HIGHLIGHTED CAREER ACHIEVEMENTS

- **Account Development – developed new territories for 3 companies**
 - **Market Penetration – added key customers in several markets**
 - **Effective Selling – comfortable negotiating with procurement, engineering and owners**
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PROFESSIONAL EXPERIENCE

Stansteel Hotmix Parts - Louisville, KY

March 4, 2008-May 30, 2011

Sold asphalt production equipment in Colorado, New Mexico, Oklahoma and Texas. Developed a sales territory that had been uncalled upon for several years.

HAR Adhesive Technologies- Bedford, OH

2003-2007

Developed industrial sales territory in Kentucky for adhesives and adhesive application equipment. Worked with automation of adhesive application and material handling of product(s).

Shippers Supply - Louisville, KY

2000-2003

Responsible for industrial sales in Central Kentucky and parts of Louisville. Packaging of all types. Specialized in adhesives, adhesive equipment, strapping and strapping tools/machines.

New York Life: Louisville, Kentucky

1994-2000

Sales of Life insurance, Annuities, Variable Annuities, Mutual Funds, IRA, Simple IRA, Series Six and Series Sixty Three qualified.

1990-1994 Gentec Equipment, Louisville, Kentucky

Asphalt plant equipment sales, plant design/reconfiguration, and plant & equipment brokerage. Traveled for sales and inspection in New York, Illinois, Pennsylvania, Ohio, Tennessee, Oklahoma, Alabama, Kentucky, with focus of travel in Illinois and New York states.

1986-1990 Air Systems, Forklift Systems, Air Dynamics: Louisville, Kentucky.

Sales of industrial air compressor, air dryer, air filter equipment and material handling equipment.

1984-1986 Western/Daniel Geophysical: Denver, Colorado.

Geophysical subsurface map interpretation for petroleum or natural gas potential.

EDUCATION

BA University Louisville political science 1980

BS University Louisville geology 1984

Lambda Chi Alpha fraternity, Vice President and President