

Dan Jennings

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OBJECTIVE

To obtain a Senior Leadership position with a company committed to growing profitable revenue

EXPERIENCE

Tooling Systems Group, Inc.

Sep. 2008 – Present

Vice President

Jan. 2018 - Present

- Developed and executed our global vertical integration strategy by negotiating 51% sale of our automation company, Specialty Tooling Systems, to a global multinational company, Nachi Fujikoshi
- Coordinate and set the sales and marketing strategy between Tooling Systems Group, Nachi Fujikoshi and Specialty Tooling Systems sales teams
- Successful in increasing annual sales of Specialty Tooling Systems by over 18% year after year since starting in 2008 with revenue of over \$30 million in 2018.

Director of Sales and Marketing

Jan. 2009 – Dec 2017

- Successful in developing our first technical agreement in Germany that was integral to the award of our first Global program in North America, Europe and Asia representing over \$15 million in repeat business
- Responsible for setting the Sales and Marketing strategy for 8 direct reports representing over \$130 Million in targeted business
- Instituted our OEM Direct Sales strategy which helped secure a 121% (\$67.5 Million) increase in revenue
- Established standardized procedures for Estimating and Sales
- Implemented weekly sales meetings and established targets for each Team Member
- Designed, quoted and implemented a centralized RFQ/Quote program to help execute the established sales strategy
- Developed and executed the business plan and sales strategy for Hot Stamp Tooling Systems, Inc. a \$5 million capitalized company, dedicated to Hot Stamp stamping dies that has revenues in excess of \$10 million in the first year of business

Senior Account Manager

Sep. 2008 – Dec. 2009

- Responsible for managing the Honda Co-Management stamping die strategy that represented sales increases of over \$5 million annually
- Directly responsible for securing \$6 million in new stamping die, assembly equipment and check fixture business from previously unknown customers
- Integral in successfully securing another \$8 million in business for a total of \$14 million in new sales within 14 months of being hired

Challenge Manufacturing Company

Feb. 2005 – Aug. 2008

Sales and Marketing Manager

Jan. 2008 – Aug. 2008

- Responsible for growing sales by 17% to just over \$350 million in annual revenue with General Motors, Honda North America and Webasto

Senior Account Manager*Jun. 2006 – Dec. 2008*

- Responsible for diversifying the customer base into the New Domestic OEM markets
- Successful in increasing the New Domestic sales from \$2 million in 2005 to over \$35 million in new business in three years
- Successful in expanding the product mix from stamp and ship components to complex welded assemblies on the Honda Accord, Pilot, Acura TL and Nissan Maxima programs

Program Manager*Feb. 2005 – May 2006*

- Responsible for all aspects of successfully launching over \$15 million tooling program that included stamping dies, attribute gages and complex assembly equipment
- Responsibilities included negotiating all aspects of the program with our supply base as well as with the customer, Honda North America

Shiloh Industries, Inc.**May 1999 – Jan. 2005****Ford Business Unit Manager***Jan. 2003 – Jan. 2005*

- Full managerial responsibility for 8 Team Members, one Senior Account Manager, three Program Managers, three Product Engineers and one Quality Engineer

Senior Account Manager*Mar. 2001 – Dec. 2002*

- Ford Business Unit (\$100 Million Account) where I was responsible to increase profitable sales across all platforms with Ford Motor Company and AutoAlliance
- The Ford Business Unit launched \$46 million in new annualized sales under my direction

Account Manager Toyota*May 1999 – Feb. 2001*

- Negotiated, Shiloh Industries being awarded the sole supplier of heat management systems for Toyota Motor North American operations, which resulted in \$20 million in incremental business

Toyota Tsusho America, Inc.**Nov. 1992 – Apr 1999****Manager***Jan. 1997 – Apr. 1999*

- Auto Parts Division (\$150 Million Dollar Section) where I was responsible for developing goals and targets as it relates to sales and operations for 40 employees in three geographic locations

Assistant Manager*Jan. 1995 – Dec. 1996*

- Auto Parts Division where sales increased over 7 times from just under \$20 million to over \$150 million budgeted sales in 1999

Account Manager*Nov. 1992 – Dec. 1994*

- I was responsible for obtaining the only non-Toyota related customer, Mercury Marine that resulted in annual sales of more than \$5 million

EDUCATION

Ferris State University, Big Rapids, Michigan
Bachelor of Science in Business Administration
Graduated May 1992

ACTIVITIES

Member of Pi Kappa Alpha Fraternity
Member of the National Off Road Bicycle Association (USA Cycling)
Member of the Golf Association of Michigan