

DAVID P. TREPTON
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PROFESSIONAL EXPERIENCE:

The Nexus Group, Inc.

2004 - present

Owner/General Manager, Oconomowoc, WI

- Independent owner of The Nexus Group, Inc.

Management Recruiters of Oconomowoc, d.b.a. The Nexus Group

April 1998 - 2004

General Manager, Oconomowoc, WI

- Currently the owner of Management Recruiters of Oconomowoc, a privately owned franchise of Management Recruiters International, an executive search firm, specializing in the Chemical, Plastics, Adhesives and Fine ingredient industries.
- Took a start up business from zero to multimillions in sales in under 5 years.
- Responsible for development of all new business, sales personnel acquisition and training, and office systems and implementation.

Ashland Chemical, Inc. (1987-1998)

October 1995 - March 1998

District Manager; Shakopee, MN

- Supervised eight sellers managing industrial business over a seven-state area, with corresponding hiring and training duties. Maintained profit and loss responsibilities. Negotiated directly with supplier community regarding all material costs. Responsible for sales budget of over thirty million dollars.
- Major Achievement: Increased net operating profit from one hundred fifty thousand dollars to over three hundred thousand dollars. Successfully restructured location of physical plant from St. Paul to Shakopee, thus reducing sales expenses by fifty thousand dollars annually.
- Geographic area was MN, WI, KS, IA, MO, ND, SD
- Major Markets: Lube, HI&I, Food, Beverage, Coating and Adhesives

January 1993 - October 1995

Account Executive; Lansing, MI

- Corporate Account Manager handling all major accounts within the Michigan Market.
- Major Accounts / Industries: Sprayon, Dow Chemical, Dow Corning.
- Major Achievement: Named Supplier of the Year at Dow Corning for Three Consecutive Years.

January 1990 – January 1993

Greater Michigan District Manager; Lansing, MI

- Supervised 42 employees, consisting of sales, administration and operation personnel, as the Michigan Business manager. Maintained direct authority over profit and loss statement. Sales budget of thirty-two million dollars
- Major Achievement: In less than two years, increased operating profit in the Lansing district from overall loss, to three hundred and fifty thousand dollars per year. Integrated two separate districts, Lansing and Detroit, into one operation. Coordinated all aspects of restructure.

February 1989 – January 1990

District Manager; Salt Lake City, UT

- Responsibilities paralleled those above, within a smaller market. Sales budget of eight million dollars, with staff of twelve people.
- Major Achievement: Secured corporate capital to support new business venture that acquired an additional yearly operating profit of two hundred thousand dollars.

June 1987 – February 1989

Branch Manager; Sacramento, CA

- Opened new territory with a sales budget of four million dollars. Limited operational responsibility. Facilitated new account growth, as well as existing accounts.
- Major Achievement: Increased existing sales from one million dollars annually, to four million dollars per year at eighteen- percent gross profit, in less than two years.

June 1985 – June 1987

Sales Representative; San Francisco, CA

- Sales territory of four million dollars. Duties included account maintenance, acquisition and strategical expansion plan.
- Major Achievement: Doubled sales volume and profitability in assigned territory in two years, from two million to four million dollars yearly.

Gallo Wine Company

October 1983 – June 1985

District Manager; Los Angeles, CA

- Responsibilities increased from general field sales, to management of ten person sales force.
- Major Achievement: Moved from entry level sales into sales management, within two years.

EDUCATION:

Bachelor of Arts, LUTHER COLLEGE, Decorah, IA

Major: Business Management: Emphasis: Mathematics

PERSONAL:

Married, Father of Three Children, Active in Church, Former Soccer Coach and Rugby Player

Interests include: Boating, Sailing, Sports and Hunting