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## Jeffrey K. Zimmerman

BOISE CASCADE OFFICE PRODUCTS

Pittsburgh, Pa.

### General Manager (1996–1999)

- Successfully led during a period of company acquisition by managing the sales and operations team of 30 total associates with an annual budget of \$20M along with a 2 shift, non-union customer fulfillment center.
- Oversaw the marketplace development of a new company identity to include creating brand awareness, driving revenue growth and profitability, managing sales force productivity and directing the territory management of a 12 person sales team in Pennsylvania.
- Effectively integrated the operating systems of former Premier Office Products into Boise Cascade Office Products resulting in improved customer service.
- Utilized “Total Quality/Lean” concepts to create a “high performance” culture among associate base resulting in enhanced organizational performance, improved morale and increased customer satisfaction.

BOISE CASCADE OFFICE PRODUCTS

Baltimore, Md.

### District Sales Manager (1993–1996)

- Spearheaded the training, development, support and sales performance of an 8 person sales team that resulted with their sales exceeding a \$25M quota.
- Managed the metropolitan territory including revenue and margin growth via “value selling” proposition; participated in joint field calls, developed campaign strategy, implemented marketing programs and provided account relationship management which resulted in achieving a “preferred provider” designation by multiple customers.

## Education

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State University College at Buffalo

Buffalo, N.Y.

### Bachelor of Science in Business Administration

- Focus in Management, Business Communication, Economics and Marketing

Columbus State Community College

Columbus, Ohio

- Certified Logistics Associate (CLA) Certificate
- Power Industrialized Equipment Training- ODW Logistics

## Professional Associations & Community Outreach

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- Member, Toastmasters Int'l, Brewery District Club, Columbus, Ohio (2010- present)
- Graduate-Dale Carnegie Effective Public Speaking and Human Relations Principles
- Graduate- Leadership Columbus -Community leadership trusteeship development.
- Furniture Bank of Central Ohio (formerly MAP Furniture Bank), Columbus, OH
  - ~ Member, Board of Directors (2006-Present)
  - ~ Member, Development Committee (2010- Present)
  - ~Co-Chair, Community Relations Committee (2008-2009)
- Scioto Ridge Job Networking Group- Community Volunteer Leader (2010- Present)
- Professional Career Development Network- Member, Development Board (2010- Present)
- Columbus Executive Forum- co-Leader and Facilitator (2010- Present)