

**ROBERT D. HEMPHILL**

6637 Sutton Drive  
Urbandale, Iowa 50322  
(515) 778-7042 Cell Phone  
[BobHemphill@mchsi.com](mailto:BobHemphill@mchsi.com)

## Professional Summary

A visionary and innovative company representative with 18 years national experience in sales of recycling trailers and equipment. Hands-on experience building long-term customer relationships. Extensive knowledge of the industry and its needs. Excellent at assessing customer requirements and translating them into sales of competitively superior products. Highly disciplined, self-motivated, self-directed.

## Career Experience

### Sales Manager of Simple Sort'r Recycling Trailers

2012 – 2014

Midwest Industries Inc. Ida Grove, IA

- Midwest Industries “Shoreland'r” manufactures boat trailers, boat lifts, and dock accessories. These are all sold to original equipment manufacturers, (OEM's) and dealers on a wholesale basis by the company. They have been very effective at this for almost 60 years. The equipment is considered top of the line and is well built with quality materials. ShoreLand'r has earned an excellent reputation although it is not inexpensive to purchase. They had an idea to use production line downtime to produce recycling trailers. These trailers were designed to ShoreLand'rs high standards and well-built with quality materials, they too were not inexpensive. The Simple Sort'r line of recycling trailers was sold directly to end users. The change in the type of equipment they were building to the recycle trailers was difficult. Additionally, the transition in methods of selling equipment required a change in mindset that management just simply did not embrace. The Simple Sort'r line of recycling trailers was sold directly to end users and not to OEM's and dealers as was customary. Having built just 2 models instead of a line of trailers, ShoreLand'r executives realized they were going to have to make some more investments of money, time, and training and opted instead to get out of the recycling business.

### Driver

2009 - 2012

Des Moines Area Rapid Transit

- Provide safe, on-time, courteous transportation to customers with personal attention that has attracted recognition.
- Offered management positive suggestions for cost savings in areas such as safety, training and retention of employees and improved customer service.
- Attends regular safety training courses.

**Consultant** 2008 – 2009

- Provided manufacturers with innovative concepts to adapt products to changes in the marketplace and methods to stay profitable.

**National Sales Manager of Alleycat Recycling Trailers** 1996 - 2008  
Dempster Industries, Inc., Beatrice, NE

- Created and established company's successful marketing program where there was none
- Tripled national sales to nearly a million dollars a year
- Developed numerous product "innovations" helping Dempster become an industry leader. Examples include:
  - Initiated spray-on bed liner as a gravel protector on front of trailer
  - Upgraded to hot-dip galvanizing to ensure 40 year protection against rust
  - Incorporating customer feedback, coordinated development of oversized bins for cardboard
  - Promoted design and manufacture of small can and bottle trailers to be used for special events
  - Improved electrical system on all trailers by using professional grade wiring harnesses and flush-mounting all lights
- In everyday customer interactions developed a vision of their equipment requirements and matched their needs to cost-saving and ecologically sound waste management/recycling systems using Dempster products and services
- Maintained on-going relationships with large customer base

**Sourcing Manager** 1999 - 2000  
Midlands Recycling, Lincoln, NE

- Brokered recycling commodities
- In a fluctuating environment, directed marketing program ensuring a steady flow of commodities to Midlands recycling
- Maintained customer relationships during a company-wide increase of service fees (which doubled in a 60-day time period)
- Innovated a plan of more equitable fees for long distance customers endorsed by both company management and customers
- Developed new procedures for reporting to management

**Sales** 1992 - 1996  
Economical Waste Inc., Des Moines, IA

- Sold and installed solid waste and recycling equipment
- Expanded number of customers from one large business to add nearly one hundred small and mid-sized companies
- Expanded company sales territory from Des Moines/Omaha area to include all of Iowa and parts of Nebraska, Minnesota, Illinois, and Missouri
- Promoted environmental practices and decreased customer costs by sales of solid waste and recycling equipment, including industrial garbage compactors, horizontal and vertical balers, curbside bins, carts, and roll-offs

**Education and Training**  
University of Nebraska, Bachelor of Science,

Continuous education through seminars and workshops in current topics and products.

### **Organizations**

Solid Waste Association of North America (SWANA)

Iowa Recycling Association

Nebraska State Recycling Association

Missouri Recycling Association

Keep Nebraska Beautiful

References provided upon request