

ROBERT D. HEMPHILL

6637 Sutton Drive
Urbandale, Iowa 50322
(515) 778-7042
BobHemphill@mchsi.com

Professional Summary

A visionary and innovative company representative with 20 years national experience in sales of recycling trailers and equipment. Hands-on experience building long-term customer relationships. Extensive knowledge of the Recycling/Solid Waste Industry and its needs. Excellent at assessing customer requirements and translating them into sales of competitively superior products. Highly disciplined, self-motivated, self-directed. Independently represented my company at twenty five+ trade shows a year, spending up to one hundred nights out. This enabled me to make sales calls driving to trade shows. This creates relationship building at its best. I prefer this kind of work.

Career Experience

Sales Manager of Simple Sort'r Recycling Trailers 2012 – 2014
Midwest Industries Inc. "Shorelandr" Ida Grove, IA

- Worked with engineering to design and build a line of trailers to collect recyclables
- Worked/educated management on a new line of equipment/business.
- Worked/trained bookkeeping on an entirely different billing structure.

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