

# Jerry H. Hawk

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## Profile

High performance sales professional with a focus on marketing, sales, and account management. Outstanding track record for developing and maintaining long term accounts. Results driven with a passion for first quality customer service.

## Qualification Highlights

- Professional experience in the paper stock, UBC's, Steel, PET, HDPE and many other by products of manufacturing.
- Strong relationships with paper mills, suppliers, sorting operations, grinders/flake operations commercial & industrial, nationwide.
- Excellent management, communication, interpersonal, analysis, problem solving, training & leadership skills.
- Expertise in contract negotiation and vendor relations.
- Skilled in employee supervision, office management, strategic planning, & budget management.
- Strong, efficient working knowledge of the recycling industry: collections, processing, & marketing of commodities.

## Experience

### Recycling Sales Manager (Independent Contractor)

2013- 2014

#### Pallet Central Enterprises, Inc.

Responsible for sourcing and marketing pallets, paper and plastics nationwide. Major accounts included Ardagh/Anchor Glass Company, America Chung Nam, Inc., Georgia Pacific, and Rock-Tenn Recycling. Provided training for sales reps and management personnel in plastics and paper product identification.

### Independent Consultant

2005 - 2012

#### Recycling Industry Consultant

Johns Creek, GA

Clients include: Pratt Industries (USA) Recycling Division, SP Recycling, SP Newsprint, Sonoco Products Co., Sonoco Recycling, Canusa Hershman Recycling and Interstate Paper in Riceboro, GA.

- Marketing #1 and #2 comingled, #1 thru #7 Mixed Plastic Containers, Moving product from processors such as Clear Path Recycling and manufacturers.
- Developed *Excellence in Sales* training course to be delivered to new and existing sales reps.
- Created *Paper Identification 101* and *Plastics Identification 101* training tools to immerse sales reps into the industry.
- Assist in mills procurement and marketing of all grades of paper stock & non-fiber materials.
- Identified and graded over 50 types of non-fiber materials ranging from vinyl siding, obsolete auto parts and numerous grades of plastic.
- Generated \$200,000.00 in new revenues by moving an average of 500 tons per month of non-fiber materials.
- Negotiated with suppliers to reduce mill purchase prices resulting in lower in-bound freight costs.
- Developed over 450 leads and contacts to establish new business.
- Attend conferences and trade shows to further promote clients needs.

### Waste Management / Recycle America Alliance - formerly Paper Recycling International

1995 - 2005

#### National Account Manager

Norcross, GA

- Responsible for bidding and maintaining all recycling opportunities for national accounts such as: Sak's Fifth Avenue, Neiman Marcus, J.C. Penny, Michael's, Pier One, Wal-Mart, Radio Shack, Dillard's and others.
- Served as General Manager of WM/Recycle America in Birmingham, AL while GM was on 3 month leave.
  - Streamlined staffing process, eliminating second shift and thus reducing payroll costs.
  - Negotiated \$25/ton tip fee for Haulers to tip comingled residential recyclables at facility.
  - Installed simple transfer Station with walking floor trailers and negotiated with SP Recycling to purchase this material at \$25/ton FOB Birmingham.
  - Exceeded bottom line budget by \$160,000.00.

### Sales Manager, Southeast Region

- Continually developed, implemented, and maintained new and existing client/vendor relationships.
- Acted as liaison between facilities and manufacturers.
- Monitored and provided accurate and competitive pricing for commodities.
- Coordinated, arranged, and followed-up on all loads bought, sold, and transferred.
- Maintained direct relations with processing facilities to ensure quality that meets and exceeds manufacturer's requirements.
- Prepared monthly and quarterly activity reports.
- Consistent leader in achieving and exceeding sales goals.

### **General Manager, Paper Collection Services**

- Responsible for strategic planning and market development.
- Aided in development and establishment of a market presence in new markets across the U.S.
- Developed marketing and sales plans to increase productivity.
- Cultivated client relationships and repeat business as well as gained new clients through sales and marketing.
- Prepared monthly activity reports and identified growth areas for new business.

### **Browning-Ferris Industries**

#### **Materials Marketing Manager, South Atlantic Region**

**1987 - 1994**

#### **Regional Recycling Operations Manager, Regional Recycling Manager**

Memphis, TN

- Managed annual material sales of fiber & non fiber of over 3 Million tons.
- Exceeded annual profit budget by managing expenses to exceed year end goals.
- Developed and implemented curbside collection program for residential/household recycling.
- Served and developed market presence in FL, NC, SC, TN, AL, MS, & GA.
- Established new business and grew existing client accounts.
- Maintained a superior level of customer service with clients and office personnel.
- Responsible for setting and achieving sales goals and budget planning.
- Evaluated and implemented new strategies to ensure account growth and client satisfaction.

### **Sales, Ohio Valley Office**

Consolidated Fibers, Inc. Louisville, KY

### **Sales Representative**

Pioneer Fibers Louisville, KY

### **General Manager**

Alton Packaging Corporation, (Member of Jefferson Smurfit Group), Kansas City, KS & Louisville, KY

### **General Manager**

Consolidated Fibers, Inc. Nashville, TN & Birmingham, AL

### **Junior High School Science Teacher**

East Junior High School, Tullahoma, TN

### **Boy Scouts of America - Professional Boy Scout Executive**

Region V Middle Tennessee Council Tullahoma, TN

## **S k i l l s**

- Microsoft Office                      Microsoft Outlook                      Report / Proposal Writing
- ACT!                                      Public Speaking / Presentation                      Training Seminars
- Microsoft Outlook                      Event and Tradeshow Coordinator

## **E d u c a t i o n**

### **University of the South, Sewanee, TN**

Course work toward Master of Arts: Education

- Awarded, National Science Foundation Scholarship

### **Middle Tennessee State University, Murfreesboro, TN**

Bachelor of Science: Health and Recreation

Minor: Biology & Education

### **Philmont Scout Ranch Training Center, Cimarron, NM**

Professional Boy Scout Executive

## **P r o f e s s i o n a l   O r g a n i z a t i o n s**

Georgia Recycling Coalition / President

GRC Paper Council Member

Georgia Recycling Coalition / Honorary Board Member

South East Recycling Conference / Planning Committee

Southeast Recycling Development Council / Chairman

- Representing AL, AR, FL, GA, KY, LA, TN, & MS