

MERRILL J. MANGALASSERIL

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OBJECTIVE

To obtain an Agents, Brokers, Consultants License under Section 16-115C of the Public Utilities Act [220 IL CS 5/16-115C] and 83 Ill. Adm. Code 454 ("Part 454"), and procure energy for commercial clients in Illinois.

PROFESSIONAL SUMMARY

Five years of industry experience. Developed into a leader of sales organizations and manager of cross-functional teams, and primary point person in opening new markets. Proven ability to manage key account relationships and large-scale projects. Experience with presenting to C-level executives and representing senior management in discussions with others in the company. Seasoned in recruiting and training on products, salesmanship, and leadership. Experience with developing sales forecasts, compensation plans, and determining new product requirements. Tactically proficient in Microsoft Office and Excel applications ensuring technical capabilities to maintain supplier relationship and track company financials respectively.

EXPERIENCE

Genesis Energy International, Lombard, IL— VP of Sales, February 2010 – October, 2011

- Benchmarked a streamline proposal for company's procurement portion of the business while maintaining necessary updates both Market and Region specific
- Initiated Training for Existing Sales Manager on Energy Procurement specifics, product positioning, and inspection management of prospects and clients
- Designated Key Account Manager for a specific retail energy supplier, which resulted in \$27,097 of additional profit for company
- Conducted Training for Columbus Ohio Launch; market research, market specific training for telemarketing: conducted tests, training material, sales presentation; generating revenues of \$350,000
- Resurrected Agent and converted her status from Part-Time to Full-Time, which netted the company an additional \$277,370 in profit.
- Aided in the preferred payment plan with another specific retail energy supplier
- Designed GEI Commission Calculator tracking agents commissions and managerial financials
- Acquired a highly competitive supplier for GEI allowing us to diversify our product-lines
- Initiated Marketing Plan, pioneering Case Studies for company's clients
- Developed 2 monthly Sales Contests, which yielded some of 2011's highest grossing months in procurement
- Orchestrated GEI's first legitimate sales training program for entry-level Energy Procurement Managers

Superior Power, Chicago, IL—Area Leader, January 2007-July 2009

- Manage sales for a portfolio of top-tier energy providers in the Illinois market

EXHIBIT C

- Proven track-record of recruiting, training and mentoring fellow-high performing Area Leaders
- Visionary and leader of strategic marketing initiatives for launch of new markets and energy products
- Led internal consulting team that analyzed Illinois and Maryland energy markets, and client procurement habits, and oversaw development and implementation of sales presentation and processes.
- From zero customers, built a diverse customer base through cold calling, referrals, telemarketing, and direct sales.
- Designed and implemented training strategies for new recruiting classes, streamlining new hire training process from two weeks to three days, while catapulting sales by 250%
- Organized and facilitated weekly sales meetings
- Excels in motivational public speaking and training large groups (*led 40 person training class*)
- Sky-rocketed through ranks: account executive (Jan '07 – April '07), team leader (April '07 – Feb '08), area leader (Feb '08 – June '09)

EDUCATION

B.S. in Marketing, December 2006. University of Iowa, Tippie College, School of Business – Iowa City, IA

Executive Marketing & Management Lecture Series 2009 – Northwestern University, Kellogg School of Management – Evanston, IL

Certificate of Energy Efficiency Retrofits: Demonstrating Value and Closing Sales – April 2011 – Energy Center of Wisconsin – ComEd Training Facility, Oakbrook, IL

Fundamentals of Buying and Selling Energy (prep: CEP Certificate) – October, 2011 – The Association of Energy Engineers Programs – Navy Pier, Chicago, IL