

# CANDACE Y. WINN

29337 Homerun Parkway  
Lake Elsinore, California 92530  
562.999.6234  
candacewinn@comcast.net

## Summary

Results oriented Manager with a unique combination of experience in manufacturing and sales. Consistently exceeds performance goals and customer satisfaction. Leverages strong interpersonal communication skills to collaborate well with internal and external customers. Hands on, multi-tasker with focus on team interaction for issue resolution and target attainment. Expertise includes:

Proven Leadership Skills | Customer Centric | Relationship Management  
Strategic & Tactical Planning | Problem Resolution | "Can Do" Attitude

## Professional Experience

SCHNEIDER ELECTRIC, TROY, MICHIGAN

### **Area Sales Manager** - 2006 - 2013

Challenged with increasing new business and growing existing customers in difficult economic times. Managed staff of 16 Sales Engineers, 8 offices, and 80 channel partners in Michigan and Northern Indiana. Accountable for \$120M sales revenue for the Michigan Area. Managed sales, championed business process improvement projects and directed employee training and development. Collaborated with distributors to grow sales in the area and managed channel conflict.

- Consistently met or exceeded area goals in a challenging business environment.
- Implemented Water/Wastewater Team focusing on Detroit End Customer, Consulting Engineers and Electrical Contractors. Resulted in 40% increase in orders in 3 years.
- Formed sales team to focus on Utility and Energy generation and transmission companies in Michigan. Resulted in an increase of \$600K increase over previous year.
- Recognized by Senior VP of Sales as 1 of Top 3 Performers in US out of 32 areas in 2008.

SCHNEIDER ELECTRIC, KENNESAW, GEORGIA

### **Sales Operations Manager** - 2004 - 2006

Managed sales support staff for 2 Sales Areas consisting of 8 offices and 16 employees. Coached and mentored project managers, quotes specialists, and small project price teams. Facilitated order management process and assisted in the reconciliation of discrepancies. Collaborated with Area Sales Managers to drive sales results and area performance.

- Conducted and implemented a Services/Sales Kaizen Project that utilized current state and future process mapping. Resulted in 20% less follow-up time and improved customer feedback.
- Redistributed quotes resources to allow Atlanta and Birmingham areas to collaboratively quote construction projects. Resulted in \$180M in quotes with 57% increase over previous year.

SCHNEIDER ELECTRIC, TIJUANA, MEXICO

### **Manufacturing Manager** - 2000 - 2004

Managed 5 circuit breaker production lines including 12 supervisors, 5 engineers and 1500 production employees. Focused on Continuous Improvement Processes to improve key performance indicators. Developed collaborative relationships with management team focusing on plant goals for production, quality, engineering, safety, materials and accounting. Kept them informed of any product, quality or safety difficulties. Met daily with key supplier in Lincoln, NE to insure quality and availability of components.

- Implemented Lean Manufacturing Techniques in production line. Realized a 46% productivity improvement from 2000 - 2002.

- Introduced scrap reduction process and realized a 34% improvement from 2001 - 2003.
- Implemented "Visual Scorecard" allowing employees to follow progress on a daily, weekly and monthly basis.
- Implemented Ergonomic Workstations to minimize risks of repetitive motion disorders and mitigate pain, fatigue and discomfort.
- Received **People Who Make a Difference** award 2002.

SCHNEIDER ELECTRIC, OCEANSIDE, CALIFORNIA  
**Location Manager** - 1997 - 2000

Managed production, engineering, quality and safety aspects of a small assembly plant. Production was focused on engineering and assembly of customer specified motor control centers, combination starters, and panelboards servicing West Coast to Colorado. Communicated weekly with sales force and participated in sales process of new and existing customers.

- Implemented "One Piece Flow" process in motor control center wiring line. Resulted in 31% productivity gain over previous year and 22.7% improvement over plan.
- Implemented a Kaizen Materials Project that resulted in 40% reduction in WIP.
- Reorganized plant floor which provided 60% increase in available floor space.
- Implemented Preventative Maintenance Schedule on plant equipment to improve reliability and production up time.
- Worked with a small but diverse group of people from countries such as Samoa, Mexico, Puerto Rico, Afghanistan and United States.

SCHNEIDER ELECTRIC, LOS ANGELES, CALIFORNIA  
**Sr. Sales Engineer** - 1992 - 1997

Expanded existing business while developing new customers. Collaborated with product experts to demonstrate the features and functions of highly technical products. Coordinated and trained distribution channel on new offerings and their advantages against the competition.

- Consistently met or exceeded sales goals.
- Organized and promoted "OEM Express" a product road show. Event was designed to highlight our extensive products directed at the Original Equipment Manufacturers.

## Education

Master Business Administration  
 Pepperdine University - Graziadio School of Business and Management

Bachelor of Science  
 Colorado State University

## Professional Development

2005 - Six Sigma Green Belt Training.

2003 - International Professional Development Training (PM1). One year program with sessions in France, India, and Czech Republic. Collaborated globally on a "Quality - Root Cause Analysis Process" project with final presentation to Executive Staff in Paris, France.

2001 - Productivity Inc. - Lean Manufacturing Workshop.

2000 - Professional Management Development Training (PMDP). One year program with sessions in Chicago, Raleigh and Monterrey, Mexico. Collaborated with North American Managers on a "Telechannel Sales" project with final presentation to North American Executive Staff.

1999 - San Diego State University Extension Center - Lean Manufacturing Workshop.