

Arlen P. Williams

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Summary of Qualifications

Executive-level leader with demonstrated experience in strategic planning, sales and marketing, networking and cultivation of long-term relationships designed to increase profitability, develop talent, and improve overall functioning and operations of the organization. Exceptional communication, management and collaborative and teamwork skills with internal and external constituents. Alumnus and dedicated supporter of The Ohio State University and community interests including endowment and fundraising efforts.

Experience

Regional Marketing Director

2006 – present

MEGAHEALTH Group, Inc. Anytown, ST

New-to-industry insurance company owned by Credit Suisse, the 46th largest company in the world.

- Cultivate tri-state start up region. On track to meet first year goals of \$400,000/month in premium revenue and 150 agents.
- Identify growth opportunities for new business venture in a previously untested regional market.
- Train and develop agents and staff and manage two administrative offices.
- Market company brand image through presentations, networking and sales opportunities.

President/Chief Sales Officer

2001-2005

United Hose Manufacturing Corporation, Anytown, ST

Family-owned manufacturer and distributor of metal and silicone hose products worldwide.

- Increased revenues by 30% and manufacturing margins by 12%, leading company from bankruptcy status to consistently strong operations and annual sales in less than four years.
- Initiated B2B sales channel to increase revenue opportunities and facilitate relationships between company and customers worldwide.
- Implemented national sales rep and warehouse distribution channel to support faster-to-market delivery of product and strengthen company-client relationships.
- Lead and manage 60 employees through significant company restructure and staff reduction.

Owner/President

1997-2001

World Contractors, Inc. Anytown, ST

Highway contracting company which supported engineering and contracting companies in the development and maintenance of roadway systems.

- Negotiated/implemented contracts in which highway reflectors were installed in a five-state area.
- Purchased company and facilitated 50% growth through implementing cost-cutting processes and identifying additional revenue-enhancement contract opportunities.

Chief Sales & Marketing Officer

1983-1996

Life Equity Plan Services, Anytown, ST

\$100 million subsidiary insurance administrator. Started as Regional Marketing Director in 1983.

- Managed field contract negotiations, planning, design and implementation of insurance products.
- Launched two major metropolitan market operations including training staff, developing budgets, identifying and implementing market strategies, and decentralizing operations to control costs.
- Served on executive management team that lead company through successful IPO.

Other Experience

- Stockbroker for major brokerage account responsible of building long-term relationships, with select customer group requiring financial planning, retirement and pension account assistance. These relationships required strict confidentiality and exceptional trust.
- Professional football player for NFL for four years and college football player for The Ohio State University in which dedication to teamwork, perseverance and healthy competition formulated business and personal integrity philosophies.

Education and Licenses

Masters in Business Administration

Degree conferred by University of South Florida, Tampa FL

Business Administration

The Ohio State University, Columbus, OH

Ohio Life, Health & Accident Insurance License

Active license

Affiliations and Special Interests

Fundraising

- Special Olympics
- Recreation Unlimited
- Upper Arlington Stadium Renovation
- Cleveland Browns 2005
- Corporate sponsor of Heisman Trophy Trust
- MVGC Memorial Endowment

Memberships

- Ohio State Buckeye Club
- Ohio State Varsity "O" Club
- Ohio State Committeemen Football
- Ohio State Gold Pants Member
- NFL Players Association
- Police Athletic Association
- Fraternal Order of Police

Excellent References on Request
