



DAVID LORENZ

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SUMMARY

Highly motivated and driven General Manager successful at implementing strategic approaches to drive profitability and employee engagement. Recognized for performance excellence in operations, customer care, leadership development, and sales. Strong ability to drive profits, control costs and achieve continuous process improvement. Adept in motivating, training and developing team members to drive profitability in a highly competitive environment.

SKILLS

- Leadership and team building
 - Project management
 - Sales and operations management
 - Performance improvements
 - Estimating and construction material specifications
 - Strategies and goals
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EXPERIENCE

General Manager / Suburban Steel Supply Company - Gahanna, OH

03/2017 - Current

- Empowered staff members to contribute to the continuous improvement, quality and growth of the company.
- Achieved productivity improvements while enhancing quality control operations to reduce overhead.
- Streamlined operational efficiencies by coordinating staff development and succession planning.
- Assisted with executive decision-making and strategy planning, initiating productive relationships with management teams and serving as the key contact for various personnel issues.
- Managed and improved various procedures, including requirements, gaps analysis, training and development and new program rollouts.
- Directed safety operations and maintained a clean work environment in adherence to FDA and OSHA requirements.
- Lead a team of 80 employees in all operations including sales, accounting, Human Resources, fabrication, erection, delivery, and maintenance functions.

Sales Manager / Nucor Steel Marion Inc. - Marion, OH

05/2013 - 03/2017

- Recruited, interviewed and hired people who would add value, a positive attitude and knowledge to the sales team.
- Elevated team performance via strategic planning and coaching in the areas of prospecting, sales and value-added presentations.
- Retained existing customers and substantially grew the customer base and sales volume.
- Led sales calls with team members to establish sales and customer retention goals.
- Secured sales targets by building successful sales teams, preparing yearly sales and marketing budgets and implementing strategic action plans.
- Fostered relationships with customers to expand customer base and enhance loyalty and retention.
- Mentored and internally promoted successful company sales and account management staff into leadership positions to drive company growth.
- Aided senior leadership during executive decision-making process, generating data reports and analysis to improve operational efficiencies.

District Sales Manager / Nucor - Vulcraft Group - Youngstown, OH

11/2006 - 05/2013

- Led district conference calls with regional sales teams to update and align sales objectives.
 - Secured long-term accounts, managed sales presentations and provided recommendations to promote brand effectiveness and product benefits.
 - Trained and mentored sales team members in customer relations, customer service and product placement.
 - Generated new leads and developed deep client relationships to promote sales.
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EDUCATION AND TRAINING

Youngstown State University - Youngstown, OH

2002

Bachelor of Science: Civil & Construction Engineering

ADDITIONAL INFORMATION

Ohio Structural Steel and Architectural Metals Association (OSA) - Active Member

Fort Hayes Career Center - Welding Program Advisory Committee Member

C-Tec Career and Technology Education Center - Welding Program Advisory Committee Member

Youngstown State University - Civil & Construction Engineering - Industrial Advisory Board Member (former)