

Denise L. Pappas

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Innovative project manager- driving force behind the development of national codes and standards; led project teams in the development of new technologies to meet customer's needs and new codes and standards.
Established innovative sales incentive programs- for independent manufacturer's representative teams and inside sales teams; leading to continued increased sales for company.
Articulate and engaging presenter of complex information in easy to understand terms.

AREAS OF EXPERTISE

Project Management	Strategic Analysis	Sales Management
Leadership/Coaching	Strategic Partnerships	Strategic Planning
Brand Development	Relationship Building	Contract Negotiation

PROFESSIONAL BACKGROUND

Valcom, Inc., Roanoke, Virginia Aug. 2005-Present
Leading telecommunications manufacturer of IP and self amplified speaker technology systems

BUSINESS DEVELOPMENT MANAGER/INDUSTRY RELATIONS

Develop and maintain commercially productive relationships with both new and old clients. Identify every sales lead and make the most out of every opportunity to increase revenue and profitability.

- Promote the company brand to key buyers.
- Generate new business through networking through face to face meetings, webinars and over the phone.
- Represent company on national level at NEMA, NFPA, ACUTA, and BICSI Organizations
- Work on UL Standard Technical Panels
- Present Technical information in easy to understand formats
- Work on a variety of standards and codes to influence a positive outcome.

PRODUCT DEVELOPMENT MANAGER/INDUSTRY RELATIONS

Spearheaded product development teams in the design of cutting edge technologies from conception to completion to meet customer's demands and needs. Teams would consist of up to 50 members, including, electrical engineers, mechanical engineers, software engineers, hardware engineers, marketing and sales.

- Demonstrated project management skills with proven ability to lead multiple complex projects.
- Transformed vision into reality for a system designed specifically for the New York City Fire Department to be used in the New York City market to assist Firemen in the rescue of building occupants.
- Created, wrote, and established new national standards and codes-appointed to National Fire Protection Association (NFPA) Technical Committees; including NFPA 72, Chapter 24, Emergency Communications Systems; NFPA I01 Life Safety Code; and NFPA 5000 Building Safety Code.

Commercial Products Group (Federal Signal Corporation - Columbus, Ohio) Feb. 1993 – Aug. 2005
Fire alarm manufacturer utilizing distribution channels and engineered systems distributors

NATIONAL SALES/ACCOUNTS MANAGER

Built sales teams and established sales incentive plans to capitalize on Independent Manufacturer Representative Teams of 40 to exceed projected sales and profit margins for two divisions by more than 20%.

- Forged new relationships with companies to expand business module and exceed projected targets each quarter.
- Developed key accounts to have company on approved vendor lists to drive sales and visibility of company.
- Established and implemented budgetary and strategic marketing plans

Other positions held within the company include: CUSTOMER SERVICE MANAGER/BRANCH ADMINISTRATOR, INTERIM ACCOUNTING MANAGER, INSIDE SALES.

EDUCATION/PUBLICATIONS

Bowling Green State University, Bowling Green, Ohio - Bachelor of Arts in Interpersonal and Public Communications- Areas of Concentration: Business, Communications, Technical Writing

Columbus State Community College, Dublin, Ohio- HONORS-Spanish Classes
University of California Davis, Davis, California- Graduate Honors Courses in Hazardous Waste Chemistry

John Maxwell Team Certified Speaker, Mentor, Coach

Emergency Communications Audio Intelligibility Application Guide (NEMA SB 50 Publication)

Communications Systems for Life Safety In Schools (NEMA SB 40 Publication)

INDUSTRY AFFILIATIONS

NEMA 3SB – Communications Committee Chair
NFPA 72, Emergency Communication Systems, Technical Committee Member
NFPA 101/5000, Life Safety Code, Means of Egress, Technical Committee Member
NFPA 99, Health Care Facilities, Correlating Committee Member

CERTIFIED SPEAKER

John Maxwell Certified Speaker, Coach, Mentor

Certified Lay Speaker UMC

Selected Speaker- ACUTA regional and National Conventions- Present Technical Industry Related Information

Selected Speaker- BISCI regional and National Conventions – Present Technical Industry Related Information

Selected Speaker- The Longaberger Company – Present Leadership and Sales Training Seminars

VOLUNTEER

Roanoke Rescue Mission- Created, Developed, and Present "Embrace You" Series for Women

St. Mark's UMC- Chaired Successful Financial Campaign to raise \$8 million for expansion
Work with Youth to develop lifelong leadership development skills

Chi Omega Alumni Chapter Member