



AGENDA ITEM EXECUTIVE SUMMARY

Agenda Item number: IB

Title:

Presentation of a Recommendation from Mayor Rogina to appoint Thomas Galante to the Natural Resources Commission

Presenter:

Mayor Raymond P. Rogina

Meeting: City Council

Date: March 4, 2019

Proposed Cost: \$

Budgeted Amount: \$

Not Budgeted:

Executive Summary *(if not budgeted please explain):*

Request favorable consideration to appoint Thomas Galante to the Natural Resources Commission with a term ending April 30, 2020.

Attachments *(please list):*

Email of interest

Recommendation/Suggested Action *(briefly explain):*

Presentation of a Recommendation from Mayor Rogina to appoint Thomas Galante to the Natural Resources Commission.

From: Tom Galante <[REDACTED]>
Sent: Wednesday, January 09, 2019 5:57 PM
To: Rogina, Raymond
Subject: Re: Visitors Cultural Commission vacancy

Good evening, Mr. Mayor!

With your kind and recent encouragement, I would like be considered for a vacancy on the Natural Resources Commission. My photography and fishing (freshwater and saltwater) hobbies are a constant reminder of the importance of our natural resources to all aspects of the quality of life we enjoy. Any role in encouraging and guaranteeing that quality of life to our community would be rewarding.

Once again, I truly appreciate your consideration and I'm sure you will have a large pool of excellent candidates for these vacancies.

Best regards,

Tom Galante

On Monday, January 7, 2019, 1:49:56 PM CST, Tom Galante [REDACTED] wrote:

Good afternoon, Mr. Mayor!

Thank you for your consideration, and I am definitely interested in future vacancies. I will keep watch on Facebook.

Best regards,

Tom Galante

Professional Summary

Team-oriented lifetime area resident (7 years in St. Charles) with a pleasant personality and extensive professional and personal travel experience. An advocate for St. Charles via social media and daily life, seeking to serve our community.

Experience

Regional Pricing Manager (2011-Present) SunSource, Inc. Addison, IL

- Train and educate Sales and Customer Service on profitable pricing, including travel to regional locations.
- Develop and evaluate regional pricing guidelines and strategy.
- Provide direction to Sales and Customer Service Management to improve velocity of pricing to meet the sales and margin goals of region.
- Determine pricing metrics to manage and drive gross margin improvement.
- Research and analyze market based pricing to support pricing strategy.

District Customer Service Manager (2008-2011) SunSource, Inc. Addison, IL

- Manage 7 inside sales and customer service representatives in two locations.
- Supervise daily activities of the inside sales / customer service team.
- Ensure external and internal customer satisfaction.
- Responsible for contributing to profitability by increasing margin as well as revenue, personnel development, determining return and credit eligibility, performance management, and resolving customer conflicts.
- Serve on ISO and Safety committees representing customer service.

Customer Service Manager (2004-2008) George T. Schmidt, Inc. Niles, IL

- Contributed to weekly production meeting and presented to annual sales/marketing meeting including domestic travel.
- Managed 4 inside sales representatives and 2 field service technicians.
- Supervised daily activities of the inside sales team.
- Interacted with all management levels and functions to ensure customer satisfaction.
- Responsible for performance management, profitable pricing for revenue-generating jobs, personnel development, determining warranty eligibility, and resolving customer conflicts.
- Achieved continuous improvement for the Customer Service function using corporate ISO processes.

Account Manager (1999 – 2003) US Steel Corp. Downers Grove, IL

- Managed over 25 customer accounts with yearly sales up to \$180 million in Illinois, Indiana, Wisconsin, Missouri, California and Oregon.
- Serviced customer accounts including direct customer contact via travel.
- Performed sales forecasting, market analysis, and price quotation.
- Team leader on ISO procedures team.
- Conducted training on profitability software.

Education

1991-1992

University of Notre Dame Notre Dame, IN

Master's Degree in Business Administration with concentrations in Finance and Marketing

1987-1991

Illinois State University

Normal, IL

Bachelor of Science Degree in Marketing; Minor in Business Administration and History

Skills and Activities

- Team leadership
- Interpersonal and written communication
- Strong verbal communication
- Pricing and pricing strategy
- Sales
- Data analysis
- Skilled in Power BI, Windows, Oracle, Microsoft Outlook, Word, Excel, PowerPoint, SalesLogics/GoldMine/ CRM and sales management software, AS400, Lotus Notes, Windows based in-house system
- Amateur photographer with photos published by websites and chambers of commerce
- Fishing, both freshwater and saltwater: catch and release only
- Youth soccer coach for 9 years
- St. Charles East High School athletics booster