



GARY ERVICK



success@trustedadvisorsnetworkllc.com
877-858-0092
trustedadvisorsnetworkllc.com

EXECUTIVE SUMMARY

Senior executive with a history of success in sales, marketing, and general management positions across consumer durable, non-durable, and perishable product categories with multi-national companies such as Procter & Gamble, Samsonite and Chiquita Brands and within the Pet Industry with Aspen Pet/Petmate and Quaker Pet Group.

PROFILE

Senior executive with a history of success in sales, marketing, and general management positions across consumer durable, non-durable, and perishable product categories with multi-national companies such as Procter & Gamble, Samsonite and Chiquita Brands and within the Pet Industry with Aspen Pet/Petmate and Quaker Pet Group. My teams and companies have enjoyed consistent sales and profit growth based on my successful business and leadership strategies focused on product innovation, customer satisfaction and organizational development. Significant skills in the areas of Strategic Planning, Leadership and Business Development.

INDUSTRY EXPERTISE

- Consumer products in the Grocery and Mass Market retail industries
- Perishable products in the Grocery and Mass Market retail industries
- Durable products in the Luggage industry
- Durable and consumable products in the Pet Industry
- Various services in the Business Consulting industry

DEVELOPMENTAL COACHING EXPERTISE

- I have been a developer of people since my first job at Procter & Gamble
- My Coaching style is straight-forward and fact based
- I have enjoyed tremendous success in getting individuals and groups to attain optimum performance levels

EXPERTISE HIGHLIGHTS

- As President of American Tourister, sales grew from \$95 million to \$146 million (+\$51 million, +54%), and operating income grew from negative \$126K to +\$8.4 million (+\$8.5 million, +++%)
- At Nexpak increased top line sales \$34 million (+15%) from \$230 million to \$264 million during first 12 months
- At Aspen Pet Sales expanded from \$50 million to over \$70 million (+\$20 million, +40.0%) in three years
- At Quaker Per Group delivered 5+ consecutive years of RECORD SALES with annual company revenues growing over 350% during this time frame

CURRENT AFFILIATIONS

- Member and Board Director of the Evergreen Area Chamber of Commerce
- Member and Board Director of Evergreen Rotary
- Treasurer of the Lodges Homeowners Association

PAST AFFILIATIONS

- Chief Executive Officer at American Tourister
- Board Director at Samsonite
- Corporate Officer at Aspen Pet
- Corporate Officer at Quaker Pet Group

EDUCATION

- Graduate of Cornell University...BS Degrees in Economics and Marketing
- Graduate of Harvard University Business Negotiation program