

**David A. DuBay**

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**Objective**

To secure a lead role in Shipping where demonstrated logistics and planning skills can be used to improve productivity and increase profitability.

**Functional summary**

Attained broad level of Shipping Department experience in two organizations.

18 years of Award-winning sales and customer service experience in beverage route sales.

Experienced in all aspects of route sales, introducing new product lines, expanding client base, CDL licensed.

Established a graphic-design commercial sign franchise.

**Education**

**Macomb County Community College 1967-1969**  
Warren, Michigan  
Liberal Arts

**Awards Received**

**New Product Introduction Award** - Recognized for superior achievement in attaining the largest number of new product introductions in the region. 1980, 1986, 1992, 1994

**Annual Sales Achievement Award** - Recognized for attaining the largest annual percentage increase in the region. 1985, 1989, 1995

**Military Service**

**U.S. Army 1969-1971**  
Honorable Discharge

**Employment**

**Ross Controls January 2000-Present**  
Shipping and Receiving Supervisor

Responsible for product deliveries and administration of product documentation. Effectively organizes, assembles and arranges resources to meet shipping deadlines. Performs a broad range of assignments with efficiency and accuracy. Verifies product matches invoice effectively acting as the "last stop between Ross Controls and the customer".

**Master Pneumatics-Sterling Heights, MI 1998-1999**

Leader of Shipping Department

Successfully completed all assignments in Molding and Shipping and made a substantial contribution to the continued operation and growth of the organization. Responsible for training and orienting new employees and meeting daily shipping deadlines. Received multiple commendations for high quality performance.

**Sign-A-Rama Clinton Township, Michigan 1996-1998**

Owner, operator

Established and operated the first Michigan based commercial sign franchise. Produced banners, PVC, Plexiglas and magnetic signs, graphics for vehicles, vehicle window graphics and store window graphics. Managed all aspects of business, including: hiring, training, advertising, marketing, sales, production and accounting.

**Pepsi-Cola Pontiac, Michigan 1978-1996**

Customer Sales Representative

Award-winning sales representative for Pepsi-Cola beverages. Sold in excess of 100,000 cases per year to a client base of more than 70 businesses. Serviced major Southeast Michigan customers such as Farmer Jack (Largest in Oakland County), Meijer, Arbor Drug and Kmart. Negotiated volume-based discounts, expanded client base and consistently increased annual sales volume. Award winning sales representative. Responsible for orders, delivery, scheduling, maintaining stock, positioning displays in prominent locations. CDL licensed to operate tractor-trailers.

Became the sole Pepsi rep in Michigan to liaison with Frito-Lay (a Pepsi subsidiary), and plan joint marketing activities