
Sheffield Safety & Loss Control, LLC

Construction Safety & Health, Loss Control, and Risk Management

Kevin Howard, BSME

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Director New Business Development

Cell: (850) 621-0221

Areas of Expertise

- **New Product Introductions**
- **Large Account Management**
- **Business Development**
- **Relationship Building**
- **Customer Relations**
- **Target Marketing**
- **Cold Calling**
- **Proficient in Spanish**

PROFESSIONAL EXPERIENCE

September 2008 to Present – American General Life & Accident Insurance Company

New business development for insurance solutions to medium sized businesses in the Florida Panhandle. Using cold calling, networking and relationship building to increase the overall portfolio of premiums paid with differentiated product solutions. Introducing an innovative product solution for expansion of company benefit offerings without increasing cost.

June 2006 to August 2008 – Regions Financial Corporation

New business development for small to medium sized businesses focusing on increasing loan and deposit portfolio. Managed staff of two personnel with \$50MM in loans and \$25MM in deposits during merger with Amsouth Bank while continuing to increase portfolio and reducing bad assets and past dues to zero.

August 2002 to May 2006 – Rewards Network Establishment Services, Inc

New business development of restaurants and hotels for participation in loyalty rewards program. Offering 20 websites to provide dining rewards through website, email and direct mailing events. Evaluated key locations for participation in program to offer cash rewards and miles for dines. Affiliation web programs included all major airlines, Upromise and Idine. Opened and developed Panhandle market for national participation.

January 2001 to July 2002 – American S.I.P. Corporation

New business development for USA west, Canada and Mexico for high precision milling and coordinate measuring machines. Swiss based OEM of high end product looking to increase North American sales. Worked directly with National Sales Manager to develop marketing approach and cold call development in order to increase sales within the territory. Utilized networking, trades show participation and direct calling efforts to identify target market and hunt and close business.

January 1998 To January 2001 – Tecnomagnete, Inc.

New business development for Northern Illinois and Southern Wisconsin market for Italian manufacturer of electro-permanent magnetic products for workholding and material handling. Calling on small to medium sized companies in the mold making and OEM markets to develop sales and increase brand awareness. Marketing coordinator for two International Manufacturing Technologies Shows, the Modern Mold and Tooling Show and the Fabrication Technology Trade show.

June 1993 to January 1998 – Ingersoll Milling Machine Company, Inc.

New business development for production machinery and high velocity milling machine divisions. International assignment for 9 months in Toluca, Mexico as Project Engineer on Chrysler Corporation Engine Block Manufacturing Cell line. Spokesman and marketing coordinator for International Manufacturing Technology Trade Show 1996. Early career as design engineer for production machinery division.

EDUCATION AND ACCREDITATION

B.S., Mechanical Engineering
South Dakota School of Mines and Technology

Life, Health and Annuities Florida and Alabama Licenses

AFFILIATIONS

US Army Veteran – Airborne Ranger
