

JOSHUA J. DINGIVAN

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SUMMARY

Experience in sales of unique pumping mechanism is based on the effect of a boundary layer and viscous drag principle, which produces a pulsation-free laminar flow. This technology creates a low-to- no maintenance system by minimizing contact between the pump and the raw material being pumpedxtensive international and domestic relationship's attributed in my success. I have coordinated with numerous manufacturing engineer professionals in both the medical device field as well as the aerospace field to reduce cost by instrumenting High Seed Machining concepts and lower cost manufacturing time per part. My knowledge in cutting tools and process improvements has increased efficiency with each opportunity I was afforded.

A few of my key accounts have been Zimmer Dental, Johnson Matthey, GKN Aerospace, along with several others implementing Screw Machining tooling and high feed precision collets (Carbide ground to μm tolerance, and the same with Guide Bushings). I received a Salesman of the Year award and winning NAS Collet and Guide Bushing Salesman of the Year while working for OSG/NAS in the first two years

Specialties: Proven areas of expertise include:

- Sales & Business Development
- Hunting and Farming Prospects
- Client Relationship Management
- Contract Negotiation & Management
- Global Project/Program Management
- Tradeshow participation
- Road warrior 75+ % travel
- Customer / Distribution Management

WORK EXPERIENCE

Legoland

April 2019 – Present

Legoland lifeguards are responsible for monitoring slide operations and attractions in the waterpark regarding the safety practices of each water attraction. Ensuring all company policies and procedures are adhered to by the self and guests.

Lifeguard Skills for Position

- CPR Certified
- Ensure the satiety and proper enjoyments of each attraction.
- Strong ability to work with a team in a lifesaving environment with the ability to control a crowd.

JD Tooling

September 2018 – July September 2019

- Distribution and Representation of tooling packages
- Support for southern California
- Lines were Mico100, Fullerton Tool, NAS, Mitus Tool
- Strong ability to work in a intense environment.

WYNDHAM RESORTS

June 2017 – August 2017

Wyndham Vacation Ownership develops and operates an expansive portfolio of resorts, managing comprehensive vacation ownership sales, marketing, and consumer financing operations.

Marketing

- Marketing resort options and travel services
- Anaheim, San Diego, Oceanside and Queen Mary resorts
- Sales to people at events; (Del Mar Fair, O.C Fair, Horse Races, and others)

NTK Technical Ceramics

August 2016 – June 2017

NTK Technical Ceramics manufactures ceramic parts for industrial and automotive OEM's globally.

District Sales Manager

- Managing Key account in ten western states
- Managing 5 Manufacturing Representative Companies
- Working with 25 Distributors, training of product and problem solving at end user accounts
- Annual Revenues of \$10.5 Million
- \$2.5 million in OEM Growth

Iscar Metals

February 2015 – August 2016

ISCAR is the largest of the 15 companies comprising the IMC (International Metalworking Companies). Together, they supply a dynamic comprehensive line of precision carbide metalworking tools.

Sales & Applications

- Key account representation
- Mexico growth of \$250,000
- Distributor training

Hi Speed Corporation

January 2013 – December 2014

For 25 years and running, leading aerospace and manufacturing firms across the Western United States have relied on Hi-Speed Corporation to supply them with world's leading metal cutting technologies.

- Aerospace growth of \$125,000
- OEM (HASS) growth of \$150,000
- OEM (Ketema, Senior Aerospace and Jet Products Group) combined growth of \$500,000 in cost savings with tooling production and material analysis.

Regional Manager

- Increased sales in San Diego and Temecula market by 30%

OSG Tap & Die, Southern California

January 2008 – December 2012

OSG is a leading manufacturer of industrial cutting tools including taps, end mills, drills, indexable tooling, composite tooling with patented diamond coating and die products. OSG offers spiral flute, spiral point, straight flute, forming and pipe taps.

District Manager

- Increased sales from \$1.5 – \$2.5 million
- District Manager of the year 2008
- NAS manager of the year 2009
- Area Manager of the year 2010

D&D Tool & Supply, San Diego, California

February 2002 – January 2008

D&D is a distributor of industrial, safety and tooling supplies with locations in Southern California and Tijuana, Mexico. Mr. Zamarripa is Chairman and CEO of OneSource while Mr. Smith is Chief Operating Officer. D&D Tool and Supply will continue under the same name as a division of OneSource.

Sales Representative

January 2006 – January 2008

- Initially called on 65 accounts in east county San Diego
- Currently expanded territory to all San Diego County
- Increased sales 18% in existing territory in first 6 months

- Sales of \$1,460,000 in accounts in San Diego county

Director of Marketing

February 2002- January 2006

- Develop annual marketing plan
- Coordinate all Trade shows and workshops
- Manage development team for quarterly 32 page sales brochure
- Implement weekly sales flyers and sales incentive programs
- Represent company in Affiliated Distributes Marketing Group
- Promotional items and corporate apparel
- Develop and Maintain web site and all online marketing

SUMMARY OF QUALIFICATIONS

- Intuit Eclipse Business Software
Knowledge of HTML, Visual Basic 6.0,
C/C++
- Proficient in MS Word, Access, Excel,
Power Point, Outlook
- Excellent in all versions of WINDOWS
(98, NT, ME, 2000, XP, 8.1, 10)
- Experience in Adobe Photoshop,
Illustrator, Acrobat,
- Freehand MX, Quark Express,
- Macromedia Dreamweaver, Flash,
Fireworks
- Energetic and works well with others

EDUCATION San Diego State, San Diego, California, BA Marketing