

# Greg Wible

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**Senior Sales, Marketing & Business Development in Local & Global Markets**  
**Verticals: International Trade, Aerospace, Automotive OEM, IT**

## **B2B SALES HIGHLIGHTS**

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\$240,000	Automated Machine Tools (NASA Space Shuttle Booster Retrofit)
\$180,000	Precision Automotive Measuring Machines (OE Axle Components)
\$300,000	Master License (Multimedia CD-ROM products for Japan)
\$340,000	Packaging Material exports (Mil-Spec Barriers for Japan)
\$550,000	Master License (Encryption Security Software for Japan)
\$600,000	Auto Aftermarket exports (Turbo-Wash & Liq1st Class for Japan)
\$750,000	Consumer Packaged Good exports (Promo Brands to 60+ countries)

## **WORK EXPERIENCE**

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| <b>SoCal Digital Media Agency</b><br><i>Senior Digital Advisor / Marketing Agency</i>   | <b>Long Beach, CA</b><br><i>Dec 2016 – Present</i>  |
| <ul style="list-style-type: none"><li>• Represent Marketing &amp; Promotion Campaigns to Auto Retailers, Groups &amp; OEMs in California territory, visiting Service Managers &amp; General Managers.</li></ul>           |   |
| <b>SoCal Pallet / SC Services</b><br><i>Sales Manager / Wood Pallet &amp; Mil-Spec Packaging Importer &amp; Exporter</i>  | <b>Bellflower, CA</b><br><i>Jan 2012 – Nov 2016</i> |
| <ul style="list-style-type: none"><li>• Develop new B2B accounts &amp; channels for wood shipping pallets &amp; military specification packaging materials. Manage Imports from Canada &amp; Exports to Asia.</li></ul>   |   |
| <b>MSB Games Corp / WP99.net</b><br><i>Consultant / Web Services &amp; Mobile Game Publisher</i>  | <b>Cerritos, CA</b><br><i>Aug 2013 – Nov 2016</i>   |
| <ul style="list-style-type: none"><li>• Direct Branded product development, outsource development &amp; market release of 5 game titles in HTML5 and Android via Amazon &amp; Google. Provide B2B web services.</li></ul> |   |
| <b>North America ECR Limited</b><br><i>Sales Manager / Wholesale Distributor</i>  | <b>Long Beach, CA</b><br><i>Jan 1997 – Dec 2011</i> |
| <ul style="list-style-type: none"><li>• Increase sales and B2B channels in Japan, Asia &amp; US markets</li><li>• Strategic Account Management for Key Clients in Aerospace and Automotive Aftermarket</li></ul>          |   |
| <b>Toyota Tsusho Co. Ltd.</b><br><i>Sales Manager / Major Japanese Trading Company</i>  | <b>Torrance, CA</b><br><i>Jan 1995 – Dec 1996</i>   |
| <ul style="list-style-type: none"><li>• Develop B2B Sales Channels for Computer hardware &amp; valued-added software</li></ul>  |   |
| <b>Toyota Motor Sales USA</b><br><i>Export Sales Administrator / Leading Automotive Manufacturer</i>  | <b>Torrance, CA</b><br><i>Jan 1992 – Dec 1994</i>   |
| <ul style="list-style-type: none"><li>• Develop &amp; Manage Branded Exports to 60+ countries worldwide</li><li>• Vendor Research, Selection, Training &amp; Support for Toyota Export 500 Program</li></ul>              |   |

**Export Central Resources**

Sales Manager / Export Trading Company

- Technical Export Sales of Mil-Spec Packaging Materials, Machine Tools and Components

**Torrance, CA**

Jan 1983 – Sep 1991

**Vasek Polak Porsche BMW Saab**

Sales Manager / Franchised Automotive Dealer

- Hi-Line Vehicle Sales, Marketing & Customer Service

**Hermosa Beach, CA**

Jan 1980 – Dec 1982

**EDUCATION**

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**UNIVERSITY OF CINCINNATI COLLEGE OF BUSINESS****Cincinnati, OH**

BBA Bachelors Business Administration Marketing 3.01 GPA Jun 1979

**MEDINA SENIOR HIGH SCHOOL****Medina, OH**

High School Diploma, Jun 1975

**ADDITIONAL SKILLS**

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- Computer: CRM, Wordpress, HTMLkit, cPanel, LAMP, Windows, Office, Mac, Web Apps
- Marketing: Strategy, Launch & Media Plans, Budgets, SEO, Events, Activations
- Languages: Native English, Beginner Spanish, Beginner Japanese
- Guitar Coach – Intermediate Electric & Acoustic

**REFERENCE**

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*“Greg Wible worked as Export Sales Administrator in the International Business Development Department at Toyota Motor Sales USA in Torrance, California for 1 ½ years. Greg’s efforts in international sales led to our first large orders of consumer products in Japan.*

*I recommend Greg for any position in international business development”*

J. Zaki

National Manager

International Business Development

Toyota USA

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