

2013

Stewart L. Hackman

Growing
Connecting
Leading
Administrating
Multiplying
Strategizing
Relating
Team Building
Envisioning
Innovating



Background Summary

- ✓ An energetic leader with both business and non-profit experience
- ✓ Passionate about bringing an organization's vision to life
- ✓ Operates well both independently and as part of a team
- ✓ 30+ years of experience in sales and customer service
- ✓ Overseas mission experience
- ✓ Results-oriented with successful efforts in fund-raising, new member recruitment and retention, administration, interviewing and hiring, and vision-planning

Church Leadership Experience

Evangelical Free Church • Bloomington, Illinois

2001-Present - Small Groups Director – Served 13 years in part-time role (in addition to Novartis position) gaining pastor support resulting in program and team development success.

Key Achievements

- ✓ Grew from 3 to 42 small groups serving 427 out of 553 adults in congregation (77%).
- ✓ Initiated Starting Point to start new groups.
- ✓ Organized semi-annual Leader Training workshops to celebrate, encourage, and train leaders.
- ✓ Recruited a Small Group Advisory team and coaches to share the leadership responsibilities.
- ✓ Started interactive small groups' website to facilitate ongoing training, direction, and resource sharing among leaders resulting in increased communication.
- ✓ Developed online Small Group Signup using church website and database.
- ✓ Consulted with pastors on recent Youth Pastor & Children's Pastor hiring's.
- ✓ Took on added responsibilities by organizing greeting teams and an information center to welcome visitors.

2001-2003 – Building Campaign Co-Chairman – Led successful spiritual & financial 3 year campaign. The \$2.4 million foyer & offices addition paid for in 7 years.

1994-1997 - Church Chairman – Served four years improving the financial, infrastructure and spiritual church health.

Key Achievements

- ✓ Developed first church plan with team; then as Chairman implemented Vision 2000.
- ✓ Transitioned from ineffective trustee & deacon boards to a single Elder Board.
- ✓ Increased attendance from 180 to 300.
- ✓ Started \$2.4 million dollar large foyer and office addition, which was paid off in 7 years.

1989-1993 – Church Vice Chairman – Partnered with Chairman in difficult situation that transformed the church for steady growth.

Professional Experience

2011-Present – Senior Sales Consultant, Novartis Pharmaceutical – Maximize territory sales with physicians of Alzheimer’s & Hypertensive drugs while providing district and regional leadership.

- ✓ 2012 President’s Club trip winner ranking #3 out of 95 representatives.
- ✓ Regional Breakaway Champion – training district team on gaining Agreement with physicians.

2004-2010 – Sales Consultant, Novartis Pharmaceutical – Introduce a new Hypertensive class.

- ✓ #3 volume sales of new Hypertensive class in the Region in 2010.
- ✓ Skilled in Objection Handling.

2001-2004 – Cardiovascular Sales Representative, Professional Detailing, Inc. – I was a contract sales representative presenting the benefits of a Novartis hypertensive drug to physicians.

- ✓ #1 in established product sales for Central Illinois region

1981-2000 – Senior Sales Representative, Novartis Agriculture – I called on distributors, dealers, and farmers selling Agricultural herbicides & fungicides.

- ✓ #1 in sales for district in 2000
- ✓ 5-time President’s Club trip winner
- ✓ Conducted independent interviews and recruitments at Illinois State University and University of Illinois using Targeted Selection S.T.A.R. method.

1975-1981 – Customer Service Account Manager, Ciba-Geigy - Scheduled truckload & railcar shipments of Agricultural chemicals for distributors to meet seasonal needs during oil shortage.

1973-1975 – Sales Representative, Ciba-Geigy - I sold Agriculture & Home & Garden products.



“But seek first
his kingdom
and his
righteousness,
and all these
things will be
given to you as
well” –
Matthew 6:33

Professional Training

- ✓ Win/Win Negotiation
- ✓ Microsoft Office
- ✓ Ethics & Compliance
- ✓ Diversity & Inclusion
- ✓ Meetings & Events
- ✓ Strategize
- ✓ Targeted Interview Selection
- ✓ 7 Habits of Highly Successful People
- ✓ Sell & Succeed
- ✓ Performance Frontier
- ✓ Dimensional Sales Building
- ✓ Code of Conduct



Education

Purdue University – Bachelors of Science in Agriculture – 1973

Interests

- ✓ Running
- ✓ Tennis
- ✓ Traveling