



Arthur Lamb

SOURCING & PROCUREMENT LEADER

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CORE COMPETENCIES

Project Management

Account Management

Strategic Leadership

Outsourcing

New Product Development

Staff Training

Consolidations

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Science
in Engineering

Montana State University

Dale Carnegie Course

Highest Award for Achievement

President's Millionaires Club

All-Pro Salesman Award x4

- Product expert and industry analyst with track record of monitoring global trends and providing strategic guidance.
- Consistently meet and exceed sales goals through expansion of client and vendor bases, growth strategies, and new market identification.
- Resolve issues and continually improve work processes through partnership with executive management.
- Cultivate strong, long-term relationships across Maintenance, Repair, and Operations (MRO), oilfield, construction, and automotive and heavy truck parts industries.

HIGHLIGHTED ACHIEVEMENTS

- **\$27 million in sales earned within eight months** of adding oilfield companies into organization's scope.
 - **Set 100-year all-time company sales record** by pursuing and closing sales with Tool Truck Franchise Owners.
 - **Recognized as one of seven individuals to receive President's Award in 63 years** through execution of largest MRO setup in company history.
 - **Singlehandedly built sales area that still generates up to \$6 million per year** by resolving issues and sourcing products and services.
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CAREER HIGHLIGHTS

WRIGGLESWORTH ENTERPRISES Wilmington, NC Government Sourcing & Procurement Manager	2021 – Present
IMPERIAL SUPPLIES, LLC Green Bay, WI Sourcing & Procurement Manager/Customer Service Specialist/Account Manager	2019 – 2021
SNAP-ON Forest Lake, IL Diagnostic Sales Development (DSD) Trainer	2018 – 2019
TIFCO INDUSTRIES, INC. Houston, TX Field Sourcing & Purchasing Account Manager	2012 – 2018
LAWSON PRODUCTS Chicago, IL Field Account Manager	2002 – 2012