

ANTONIO CARUSO

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S U M M A R Y

Territory sales and business development professional with thirty-eight years' experience in technical sales and business development, focused mainly in the aerospace industry. Strengths include my ability to identify, develop, and close complex business pursuits. Long-term relationship builder and strategic thinker with a passion for developing new business opportunities.

W O R K E X P E R I E N C E

COLLINS AEROSPACE, Saint-Laurent, QC **2023-present**
Regional Sales Manager

Same responsibilities as the Principal Account Manager role including;

- Managing Canadian dealers for the Canadian avionics aftermarket
- Responsible for account management of regional airlines, second-tier OEM accounts and OEM aftermarket services facilities
- Subject matter expert for SATCOM market within sales group

COLLINS AEROSPACE, Saint-Laurent, QC **2018-2023**
(Formerly Rockwell Collins Canada)
Principal Account Manager

Sales and business development responsibility for the Canadian territory of the corporate aviation market and management of Collins Aerospace dealer network.

- Managed Canadian dealers for the Canadian avionics aftermarket
- Responsible for account management of CAE for business aviation market
- Appointed subject matter expert for SATCOM market within sales group

SATCOM DIRECT CANADA, Ottawa, ON **2015-2018**
Senior Account Manager, Bombardier Programs

Account management and new business development responsibility for Bombardier Aerospace. Develop business opportunities for SD hardware in new and existing aircraft programs. Meet with new Bombardier customers to explain Satcom Directs' connectivity services.

- Managed the bidding of four proposals for all platforms
- Maintained our connectivity services capture rate
- Selected as optional equipment for SD routing hardware on the Global 5000/6000 and CL350/CL650 platforms

SATCOM DIRECT CANADA, Ottawa, ON **2015-2017**
Regional Sales Manager, Eastern Canada

Sales and business development responsibility for Eastern Canadian business jet operators and account management of Bombardier Aerospace. Products included cabin and cockpit connectivity services and cabin network devices for satellite communication systems.

- Successfully signed three operators to company's Managed Fleet Plan
- Won connectivity proposal with Canada's largest fleet operator
- Achieved SD AeroIT Certification

SAINT-GOBAIN PERFORMANCE PLASTICS, Garden Grove, CA **2012-2015**
District Sales Manager, Seals

Eastern Canada account and territory sales responsibility for Saint-Gobain Performance Plastics' Seals and Polymer Products group. Develop market opportunities in the automotive and industrial markets

SUNCOR ENERGY INC., Mississauga, ON **2010-2012**
Senior Account Manager, Petro-Canada Lubricants Inc.

Sales and new business development responsibility for Petro-Canada's industrial lubricants. Management of a distributor network in designated territories. Special emphasis for strategic growth in the mining sector.

INNOTECH-EXECAIRE AVIATION GROUP, Dorval, QC **2007-2010**
Regional Sales Manager, Aircraft Sales Division

Eastern Canada sales responsibility for Cessna Citation business aircraft. Soliciting new business from Canada's top 500 corporations and private companies. Brokerage responsibilities for the acquisition and sales of pre-owned business aircraft, primarily for Canadian based clients.

EMS SATCOM, Ottawa, ON **2006-2007**
Account Manager, Commercial and Air Transport Sales

Expansion of sales territory to include the U.S. East Coast. Additional account management of Gulfstream Aerospace and sales responsibilities for the international air transport market.

EMS SATCOM, Ottawa, ON **2005-2006**
Account Manager, Commercial/Corporate Aviation Sales

Sales and business development responsibility for Canadian and Northeast U.S. territory for the corporate aviation market, management of respective dealer network and account management of Bombardier Aerospace. Products included high speed data aeronautical terminals, high-gain antennas, radomes and cabin network devices used in cabin satellite communication systems.

PERKINELMER FLUID SCIENCES, Beltsville, MD **2000-2005**
Regional Account Manager

Sales management of product line for the aerospace, energy, oil & gas, and industrial industries. Held interim responsibility for U.S. based West Coast commercial customers from 2003 to 2004 with strong emphasis on Boeing Aircraft Company.

FREUDENBERG-NOK GENERAL PARTNERSHIP, Plymouth, MI **1996-2000**
Territory Manager

Canadian aerospace and industrial sales responsibility for all Freudenberg-NOK General Industry Division products. Provided on-site technical assistance for silicone rubber products.

AVCORP INDUSTRIES INC., Laval QC **1994-1996**
Director, Marketing and Sales

Coordinated business development and strategic initiatives for obtaining new aerospace customers for all Avcorp Divisions. Marketed to the aircraft/helicopter manufacturers and their prime contractors in eastern North America, South America and Europe.

ALLIEDSIGNAL AEROSPACE CANADA, Saint-Laurent, QC **1990-1994**
Marketing Representative, Repair & Overhaul

Identified and developed AlliedSignal Aerospace Support Services' repair and overhaul capabilities for civil and military aircraft operators worldwide. Coordinated activities with the Customer Support Group to identify new business opportunities.

LUCAS AEROSPACE INC., CONTROL SYSTEMS DIV., Montreal, QC **1988-1990**
Market Development Engineer

Identified and developed new design and manufacturing aerospace opportunities within North America for aircraft engine accessories.

BOLIDEN ALLIS CANADA INC., Kirkland, QC **1987-1988**
Product Engineer

Supported customers with on-site field support and aftermarket for the companies' pyro processing products.

E D U C A T I O N

Concordia University, Montreal, QC **1983-1987**
 Bachelor of Engineering (B. Eng.) - Mechanical

O T H E R

Collins Aerospace	Dardis Winning the Value Challenge
Satcom Direct	AeroIT and CyberSAFE Certification
Saint-Gobain	Key Account Management & Negotiation
Saint-Gobain	Miller Heiman New Strategic Selling
PerkinElmer Inc.	Six Sigma Green Belt – Certified
Freudenberg-NOK	Professional Selling Practices Courses
American Mgmt. Assoc.	Tools and Techniques - Thinking and Managing Strategically
AlliedSignal Inc.	Total Quality Leadership Course, Empowerment Path Workshop, Facilitator - Managing Customer Relationships
Software	Microsoft and Google Office Suites
CRM	Salesforce, Microsoft Dynamics, PKI OPTS, Goldmine, SAP, SalesLogix
Memberships	Quebec Order of Engineers (past), Canadian Business Aircraft Assoc.
Languages	English, French, Italian, working Spanish