



JOSH MCGILL

Bartlett Bearing Co., Inc.

WHY I LIKE INDUSTRIAL DISTRIBUTION:

This is a relationship business. During the economic downturn in 2009, I was able to move to a new position because of the referrals I had from satisfied customers. This is a business with really great people working in it.

ADVICE TO THOSE LOOKING TO GET INTO INDUSTRY:

There is a lack of exposure for this industry and a lack of knowledge about non-engineering opportunities within the industry. There are a lot of leadership opportunities for both those with advanced degrees and those without an advanced degree. Don't be deterred. Do your research about the distribution industry as a whole and keep reaching out to companies.

A WORKING HISTORY

2005

Ferguson Enterprises

International Plumbing and HVC Supplies
Sales Management Training Program
 ▶ Extensive year-long training program focused on inside sales

2010

Bartlett Bearing Company Inc.

Assistant Operations Manager

▶ Worked with all aspects of Bartlett's operations and business as a whole including sales, shipping, inventory, accounts receivables, human resources, information technology and more

COLLEGE

2004

Graduated Temple University

▶ Major in Sports Management
 ▶ Minor in Business Management

2006

Ferguson Enterprises

Inside Sales Associate

▶ Called on customers and serviced invoices from leads generated by outside sales representatives
 ▶ Worked with warehouse and suppliers/learned more about operational side of business
 ▶ Built relationships with other industrial distribution companies by referring clients

2012

Bartlett Bearing Company Inc.

Operations Manager

▶ Oversees operational procedures and management of Bartlett's day-to-day business.
 ▶ Became involved with industry trade associations to gain more knowledge of industry