

- Bob Holler - 3M, Global Business Director for Respiratory Protection

Professional Experience	<p>2011- Present 3M Personal Safety Division, Global Business Director for Respiratory Protection</p> <p>2009-2011 OH&ES Global Business Manager for Reusable Respirator Portfolio</p> <p>2007-2009 OH&ES Global Business Manager for Visibility & Insulation Solutions</p> <ul style="list-style-type: none"> • Responsible for 3M™ Scotchlite™ Reflective Materials and the Thinsulate™ Insulation businesses on a global basis. Manage a marketing, sales and communication team of 34 individuals including a sales force of 16 in the US and two marketing managers in Europe. • Achieve sales and operating income goals on a global basis. Lead the strategic planning and implementation on a global basis. • Member of the OH&ES Operating Committee <p>2005-2007 OH&ES Mergers and Acquisition , New Business Development Manager</p> <ul style="list-style-type: none"> • Led the division M&A activities, including due diligence on top candidates, and the PAR process. Division made three acquisitions during this time • Led New Business Development efforts for “White Space” division opportunities including the development of the “Smart Safety” business • Global Portfolio responsibility for 3M™ Sorbent business and 3M™ Detection business • Member of the OH&ES Operating Committee <p>2003-2004 Manager of 3M Packaging Market Center</p> <ul style="list-style-type: none"> • Led the Industrial Business Packaging Sales and Marketing Teams to meet/exceed end-user & distribution requirements and achieve forecast attainment • Reorganized the Packaging Market Center Sales Team and Merchandising Plan for key distribution accounts • Responsible for the Packaging Market Center Sales Team in the US <p>2001-2003 Six Sigma Master Black Belt – 3M Industrial Business (Sales and Marketing Organization)</p> <ul style="list-style-type: none"> • Led the Six Sigma deployment in the Industrial Business Channel organization • Exceeded forecast with projects delivering \$25 million in Cash and over \$1 million in OI. <p>1997 - 2000 Global Marketing Manager for Scotch® Transparent Tape Category (Consumer & Office Market)</p> <ul style="list-style-type: none"> • Responsible for the \$220 Million Transparent Tape Category. P&L Responsibility with leadership of marketing programs & cross-functional team (Lab, Logistics & Manufacturing) • Implemented Global plans in conjunction with global 3M Teams. Traveled to key markets (China, Japan, Europe and Eastern Europe) to develop share and penetration plans for Scotch® Tape business. • Represented 3M and the Scotch® Brand as media contact in national and local media • Member of four person Scotch® Brand Advertising Team, Created three new Scotch TV Ads • Developed, with Marketing Communications, PR Programs - "Scotch Most Gifted Wrapper" Contest which won “Silver Quill Award for Excellence in Public Relations” <p>1994 -1997 Marketing Manager for Scotch® Transparent Tape Category -3M, Commercial Office Supply Division</p> <p>1995-1997 Marketing Manager for Scotch® Brand Magic Tapes</p> <p>1992-1994 Marketing Supervisor for Superstore Channel</p> <p>1990 -1992 Marketing Coordinator for Post-it® Products – 3M, Commercial Office Supply Division</p> <p>1985 -1990 Sales Representative -Washington D.C. Market - 3M, Commercial Office Supply Division</p>
Education	<p>1993 University of St. Thomas St. Paul, MN. MBA - Marketing</p> <p>1985 Kent State University Kent, Ohio B.B.A. – Marketing/Business Management</p>
Achievements	<p>1997 Golden Step Award - Scotch® #550 Tape commercialized in Europe, Asia & LA.</p> <p>1998 Winner of Global Sales and Marketing Professionalism Award - Representing Scotch® Brand</p> <p>2000 Silver Quill Award of Excellence in Public Relations - Scotch Brand Most Gifted Wrapper Contest</p> <p>2003 Team Member of Global Sales and Marketing Professionalism Awards - Grainer POS Program</p> <p>2003 Certified Six Sigma Master Black Belt</p>