

# KAREN LYNN VAUGHN

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## PROFESSIONAL SUMMARY

Innovative and resourceful industrial marketing professional (MBA, BSMSE) with over fifteen years business development, marketing, and technical sales experience with Fortune 500 companies in Food Processing, Medical & Life Sciences, and Chemical, combined with a strong work ethic, and superior customer focus.

## WORK HISTORY

**MESSER (LINDE) LLC-** Houston, Texas

2016-Current

### Key Account Manager

(February 2020-present)

- Job responsibilities include managing a customer portfolio of \$17.5M, split between 4 customers in the food processing segment.
- Position value offerings by identify Beta opportunities for commercialization and equipment technology solutions.
- 2022 targets for Gross Profit exceeded by 12% for an actual of \$5.48MM with recent new business signings totaling \$3.7 million plus a \$6.5 million renewal, all at Fortune 500 companies in the food segment.

### Account Manager-Outside Bulk Sales

(November 2016-February 2020)

- For 2020, New business signings of \$4.7M versus a target of \$3.25M, meeting Revenue growth target of \$10.7 million and gross profit target of \$960K
- 2019 Additional Business of \$3.7M versus \$1.9M Annualized target. 2018 revenue contract signings of \$8.1M (total term): New annual signings of \$ 400,000 revenue, and \$1.2M annual renewal signings.
- Customer base totaling \$4.8M revenues; Chemical, Food Processing, Metals, & Pulp & Paper Industries.
- Skilled in Salesforce process

**AIRGAS INC., AN AIR LIQUIDE COMPANY** – Houston, Texas

2010-2016

### Application Engineer-Specialty Gas Group

(October 2013 – November 2016)

- Managed opportunities totaling \$2.8M in revenues and technical support to Airgas' 13 regional US businesses for projects in Chemical, Food Processing, Metals, and Pulp & Paper Industries.
- Delivered annual target of \$166,500 gross margin with Y1 and Y2 margin and revenue totals of \$300,000.
- Initiated leads generation process from regional customer data for power generation, pulp & paper, and safety equipment.

### Director of Life Science Sales

(April 2010 – October 2013)

- Achieved 95% of \$5.5 M gross margin of tagged accounts plus \$ 334,000 new sales Y1 and \$450,000 for Y2.
- Launched gas and equipment solutions' offer for Cell Therapy labs with a BioFreezer program, Cold Jet Technology, and equipment to reduce nitrogen loss, and provide data recording solutions.
- Drove Medical/Industrial sales' efforts with segment training, value selling techniques, and leads generation.
- Established training and support structure for Regional Cryotechs to service biological freezers complete with IQ/OQ, spare parts inventory, loaner equipment, and direct support as required.

## Additional Related Experience

**AIR LIQUIDE** – Houston, Texas

7 years

### Marketing Manager-Medical Gas Services - Houston, TX

- Developed business cases for new markets and proposed service offers to management and field for business development and achievement of growth objectives.

- Identified \$58 million in new sales leads by designing a model for growth opportunities and driving sales performance. \$ 3.8 million of these leads were converted to immediate sales opportunities.
- Initial integration team of Scott Medical acquisition into Healthcare group.
- Innovation Champion with 8 innovations submitted for global review where selected winner brought \$35K annual savings, improved safety and increased flexibility of cylinder filling operations.
- US patent co-inventor with internal R&D team: Process for Preserving Biological Materials for Extended Periods of Time (Air Liquide) Patent Number 8,394,624, dated March 12, 2013

#### **Eastern Region Sales Manager-Lake Mary, FL**

- Transitioned \$8.4 million Eastern Sales Region through territory reorganization and re-staffing of sales team to deliver \$10.3 million in Year 2, yielding above 10% annual growth.
- US launch of Cryobiology initiative facilitating legal, procurement, and European teams to deliver 1st year target of \$800,000.
- Led team of Five (5) Medical Sales Managers with beginning revenue responsibility of \$8.4M, GP of \$3.7M, and G&A of \$750,000. Managed capital requirements and associated Profit & Loss.
- Generated acquisition business case bringing a 2-year profitability for Fill Plant from a joint venture initiative.

#### **SIX SIGMA CONSULTING - Tampa, FL**

2 years

#### **Ocwen Financial Services - Senior Manager- WPB, FL**

- Completed 4 Black Belt projects and 4 Six Sigma Lite Projects generating a total of \$520,000 in hard savings.
- First Payment Default Project with improvements of \$3.5MM and sigma level increase from 1.95 to 3.90.
- Trained 39 Bangalore, India managers in DMAIC with 4.5/5.0 evaluation average.
- Led 3 India-based teams to identify payoff reasons via call center scripting with a cross-functional team of 10.

#### **The George Group – Senior Consultant Tampa, FL**

- Trained 100 Director Level Black Belts on DMAIC curriculum for Starwood Hotel Six Sigma launch.
- Avery Dennison: Co-trained 20 managers on DMAIC Overview including Champion Training in Brussels, BE.
  - Trained 40 Green Belts in converting plant operations located in Clinton, SC & Framingham, MA.

#### **PRAXAIR INC - Danbury, CT**

9 years

#### **Strategic Planning and Marketing Manager- Danbury, CT**

- Initial Six Sigma team which created foundation, training, and recruited internal Black and Green Belts.
- Led customer Six Sigma project at Large Chemical client to form a customer-supplier team which jointly troubleshoot operation issues & improved communication.
- 2 Black Belt projects in logistics and sales while mentoring Green Belt projects in Financial Services group.
- Project Lead for environmental study creating a Food-Water segment for internal sales & technology specialists.

#### **Account Manager-Reston, VA**

- Industrial sales covering five states for Chemical Segment while at Liquid Carbonic prior to Praxair acquisition.
- Pulp & Paper marketing champion in Eastern Region.
- Developed pH control leads tracking program to generate sales in Eastern Region.
- Grew sales of a large aluminum National Account by 12% while managing a \$3.76M customer territory base.

## **EDUCATION**

**MBA: International Business**

**Georgetown University - Washington DC**

**B.S: Materials Science Engineering**

**University of Florida - Gainesville, FL**

## **COMMUNITY INTERESTS**

Georgetown Club of Houston Board- President-2018-20, past Communications Chair; Houston Running Club- 2016, 2022; Metropolis Board 2019-23; Sarasota Economic Club Board 2023; Houston Marathon Committee 2019-23