

Ryan McCullough



P-H-M Board of School Trustees

Dr. Jerry Thacker

5900 Bittersweet Road

Mishawaka, IN 46545

Dear P-H-M Board of School Trustees & Dr. Jerry Thacker,

This letter is to notify you of my interest in the vacant position for the P-H-M Board of School Trustees. As a graduate of Penn High School (1995), parent of two current / one recent graduate students of the P-H-M School System and active volunteer/coach in the P-H-M community, my pursuit in this position is assisted with both community and personal experiences. My family has great confidence in the P-H-M School Corporation and I am excited about the opportunity to be a part of this great organization. I have an understanding of the time commitment, current policies and Local/National topics and feel my current and past experiences can be an asset to the Board of Trustees.

Attached you will find my required application documents. Please feel free to contact me with any questions.

Thank you for the consideration,

A handwritten signature in black ink, appearing to read 'Ryan McCullough'.

Ryan McCullough

RYAN McCULLOUGH

EDUCATION

May 2000 **Western State College of Colorado**
Bachelor of Science Degree - Sales

June 1995 *Graduate of Penn High School*

EXPERIENCE

2006-present **Sales & Marketing Executive**
Eagle Claw Fishing Tackle (Denver, CO)

- Manage 21 National & Regional Sporting Goods Retailers.
- Managed Marketing/Product team(s) for Products & Brand Development.
- Negotiate vendor terms and agreements/contracts annually.
- Create programs, products and promotions for each customer that creates growth and profitability for both the customer and Eagle Claw.
- Developed Marketing strategies for new products/brands with National Retailers.
- 15 years of top line sales growth and net margin percentage growth.
- Develop and sourcing of private label products for top National Accounts.
- Manage over 8,000 products through Omni-Chain Retail.
- Manage 11 internal employees and 32 independent sales representatives.
- Youngest member on Eagle Claw's President Board Staff. (2009-Present)

2000-2006 **Regional Sales & Marketing**
Eagle Claw Fishing Tackle (Denver, CO)

- Managed 150+ OEM, Distributors and Retail Buying Groups
- Developed Sales & Marketing programs and managed all aspects of business with the Outdoor Industries top Manufacturers, Distributors and Retailers.
- Managed over 10 Trade Shows annually.
- Managed 3 internal employees and 19 independent sales representatives.

1999 **Sales Internship: ASA Electronics Elkhart, IN**

BIO/INTEREST

- Member of US Ski Team Freestyle (2004-05)
- Competed in 6 ESPN Winter X Games
- Earned Athletic Scholarship for Football and Alpine Skiing at Western State (1995-2000)
- Indiana All Star Football Game Mental Attitude Winner (1995)
- 15 years' experience volunteering, coaching and managing youth programs, sports and events.
- Assistant Freshman Football Coach (2019-present).
- Outdoor enthusiast.
- Traveled to 47 states and over 19 countries.

References Available Upon Request