philipkloc@outlook.com
954-541-0484
Davidson, NC

Philip Kloc

Sales & Operations Leader

SKILLS

Supplier/Vendor Relations

Contract Negotiation

Power BI, Salesforce, Advanced Excel, PIM/ERP Systems

Financial Forecasting

Cross-Functional Leadership

EDUCATION

Master of Business Administration
International Management & Sustainable Business
2015

Bachelor of Science in Business Administration
General Management
2012

Appalachian State University

ACTIVITIES & HONORS

Calcutta Pro-Am Golf and Tennis Charity Tournaments
2011-2026

USTA National Open Clay Court Doubles Champion
2018, 2021, 2023

Beta Gamma Sigma Member
Academic Business Honor Society
2014

Student Athlete Advisory Board & Committee
2010-2012

NCAA 4-Year Full Tennis Scholarship Student-Athlete
2008-2012

Level 7 Australian Music Education Board Accreditation (Piano)
2005

SUMMARY

Results-oriented leader with over a decade of experience across operations management, strategic relations, and cross-functional project leadership. Proven track record within MSC of executing high-impact data initiatives, exceeding performance benchmarks, and driving cross-functional alignment across multiple product categories. Adept at managing supplier relationships, optimizing product lines, and translating complex data sets into actionable commercial strategy to maximize profitability and efficiency.

PROFESSIONAL EXPERIENCE

Category Product Data Specialist

MSC Industrial Supply, Davidson, NC — March 2025 – Present

- Managed end-to-end product data workflows across core categories (Electrical, HVAC, Lubrication) and provided cross-functional data integrity support for five auxiliary categories
- Achieved a 99.35% New Item Induction Important Fill Rate, significantly outperforming the 88% corporate benchmark
- Served as project lead for the Hubbell Pilot Program, executing ACM responsibilities and managing a portfolio expansion of 500+ items and aligning key brands to maintain a minimum 90% attribute accuracy threshold
- Transitioned performance reporting from manual Excel tracking into dynamic Power BI and Salesforce dashboards, eliminating tracking waste and accelerating leadership decision-making
- Stewarded critical Salesforce interface and workflow optimization enhancements in collaboration with the IT department to maximize operational data integrity

Operations Director

Southern Lighting Group, Fort Lauderdale, FL — Oct 2019 – Jan 2025

- Managed day-to-day corporate operations, budgetary frameworks, and key supplier relationships to ensure long-term profitability and distribution efficiency
- Secured 6M units in international sales and scaled municipal partnership revenue by 60% over a 12-month period through strategic contract negotiations and RFP processes
- Utilized business analytics and KPI tracking to streamline product line value propositions and identify whitespace opportunities

Director of Sales & Marketing

Star LED, Fort Lauderdale, FL — April 2016 – Oct 2019

- Built and managed a sales and marketing team with 12+ professionals
- Expanded distribution operations from a single hub to five strategic regional locations along the Eastern Seaboard
- Oversaw key corporate accounts, conducted financial forecasting, and secured a $275,000 state economic development grant for manufacturing expansion

Sales Professional/Consultant

MarineMax, Fort Lauderdale, FL — June 2015 – April 2016

- Exceeded revenue goals by delivering tailored sales strategies for high-performance boats and yachts