EMPLOYEE PROFILE

RYAN TIMMS
DEALER SALES MANAGER

Since his arrival at MFC about 3 years ago, Ryan has been very successful in increasing dealer sales and, in the process, increasing the number and variety of MFC Master Dealers in his territory. Case in point: Ryan has doubled the number of Master Dealer locations in a region that includes large portions of both the East and West Coasts of the US.

Ryan’s sales skills have been developed since he was a young boy growing up in Oshkosh, WI where his first job was “hawking” newspapers at the large EAA (Experimental Aircraft Association) convention. Ryan’s sales and communications skills were truly “honed” when he moved to Milwaukee and became involved in the restaurant scene. Applying the skills that led to his position as head waiter, Ryan became the top salesman in his four year stint with a wholesale flooring company.

Moving on to MFC, Ryan quickly learned the dealer benefits of each product and made the transition to field sales from his previous inside sales position. During his initial sales trips, Ryan soon learned that the dealers he visited were as diverse as MFC product lines, ranging from small equipment houses to large, multi-store national supply chains. Ryan enjoys this type of variety in his job which extends to spending time both on the road and in the office.

One of the keys to Ryan’s success is his pledge to dealers to respond to any questions or requests within 24 hours ….. or sooner. This commitment applies whether Ryan is on the road or in the office. Ryan explains: “It’s easier to respond when I’m in the office but, of course, the dealer needs the answers no matter where I am.” Speaking of dealers, one of Ryan’s Master Dealers, Rio Grande (CO) is profiled in this issue.

In his free time, a favorite hobby is a result of his restaurant days …. Cooking (tacos a specialty). To work off those cooking calories, Ryan likes to exercise which includes a four mile walk to and from work on Booth Street. Even though covering both Coasts for MFC involves plenty of airports and rental cars, Ryan still enjoys travel to warm weather destinations which have included Spain, Portugal and the Caribbean.