

James Joseph Loftus
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SUMMARY: Experienced leader with over 32 years experience in the Life Safety Industry, skilled in design, engineering, sales of electronic and mechanical life safety systems, including fire alarm, sprinkler, security, sound, critical communications, extinguishers, suppression systems and special hazard protection with Six Sigma Green Belt Certification. Management of Sales, Service, Installation and Project Management throughout career, proven leader of people. Holder of NJ All Fire Protection Permit.

EXPERIENCE:

September 2016
To Present

SIEMENS
Product Manager

Florham Park, NJ

Responsible of lifecycle management of assigned product portfolio in countries adopting UL products. Lead quality task forces, forecast demand planning, plan and budget maintenance projects. Plan, initiate and track R&D projects, Collect requirements from different markets, consolidate requirements into common requirements specification to develop ideas for new products and major enhancements, prepare budget proposals and business cases. Prepare marketing documentation for new product releases. Support sales in local countries, be primary Global product management contact partner for 2-3 sales organizations. Assist countries to grow product volume by introducing new product, initiate sales promotion initiatives, clarification of complex projects. Track competitive portfolios and technical evolutions into the market place.

April 2015 to
September 2016

ALARM & COMMUNICATION TECHNOLOGIES
Vice President of Business Development

Wharton, NJ

Responsible for Sales in New Jersey Market. Provide support for expansion of sales opportunities on a design, pre-sale and sales basis. Perform product and/or code presentations to internal and external customers. Perform product demonstrations at trade shows. Expand Company product line card to support growth. Establish and maintain relationships with Strategic Partners of various product lines.

October 2013 to
March 2015

SIMPLEXGRINNELL LP
Regional Field Sales Engineer

Westminster, Ma

Fire products sales, application and code support to the 10 Districts in the Mid-Atlantic Region. Provide support to Sales Representatives on a design and pre-sale basis. Perform product and/or code presentations to internal and external customers. Perform product demonstrations at trade shows. Perform training on new product launches to District offices to ensure acceptance. Perform large project reviews prior to order acceptance. Conduct sales training on product, application and code .

September 2004 to
September 2013

SIMPLEXGRINNELL LP
Total Service Manager

Rockaway, NJ

Maintain and ensure a high level of customer service satisfaction. Develop strong customer and industry relations that have afforded growth in MVS services. P&L responsibility of a \$20 million service department, accountable for meeting and exceeding district service revenue, gross service margins, forecasting, retention, cash collections and operating income. Manage Service Department, optimizing field, office and sales activities with over 80 employees. Responsible for Service Sales Management, E,H&S activities and Customer Service. Present employee performance reviews, salary merit adjustments, hiring and termination recommendations. Develop and coordinate employee training plans. Maintain accurate records of all service work, installations and maintenance agreements. Actively negotiate Maintenance and Fixed price work. Participate in pre-bid sales reviews to evaluate accuracy of sales estimate and job risks for booking approval. Participated as a Beta site for True Insight Remote Service offering.

April 1997 to
August 2004

SIMPLEXGRINNELL LP
Total Service Manager

Milford & East Berlin, CT

Instrumental in successful mergers of Simplex, Grinnell, Executone and an Independent Suppression Acquisition into one facility with one vision and mission statement. Selected as lone TSM representative for Company TQM Assessment Team. Participated as Beta site office for ACE Service roll-out and debugging. Maintain and ensure a high level of customer service satisfaction. P&L responsibility of a \$16 million service department, accountable for meeting and exceeding district service revenue, gross service margins, forecasting, retention and operating income. Manage Service Department, optimizing field, office and sales activities with over 70 employees. Responsible for Service Sales Management, E, H&S activities and Customer Service. Present employee performance reviews, salary merit adjustments, hiring and termination recommendations. Develop and coordinate employee training plans. Maintain accurate records of all service work, installations and maintenance agreements.

April 1991 to
April 1997

SIMPLEX TIME RECORDER CO.
Branch Service Manager

Albany, NY

Instrumental in closing NYS DOC Service Agreement for 60 facilities Statewide for ongoing maintenance of fire alarm systems. Maintain and ensure a high level of customer service satisfaction. P&L responsibility of a \$1.5 million service department, accountable for meeting and exceeding district service revenue, gross service margins, forecasting, retention and operating income. Manage Service Department, optimizing field, office and sales activities with over 16 employees. Responsible for Service Sales Management, E, H&S activities and Customer Service. Present employee performance reviews, salary merit adjustments, hiring and termination recommendations. Develop and coordinate employee training plans. Maintain accurate records of all service work, installations and maintenance agreements.

October 1989 to
April 1991

SIMPLEX TIME RECORDER CO.
Installation Supervisor/Technician

Denville, NJ

Plan, forecast and monitor labor, equipment, installation and subcontract costs. Supervise installation personnel and subcontractors and provide technical expertise necessary to meet installation schedules, engineering and contract requirements. Increase profitability of projects by providing estimates and proposals, and negotiating for extra work orders. Create and develop standard Sales/Operation processes to optimize field productivity.

August 1988 to
September 1989

FSR, INC
Electronic Test Technician

Cedar Grove, NJ

August 1985 to
May 1986

GARDEN STATE BUSINESS MACHINES
Field Copier Technician

Mountainside NJ

LICENSURE/CERTIFICATIONS

NJ All Disciplines Fire Protection Permit Holder C1 -158211
FCC GROL
Six Sigma Green Belt Certified, September 2008
ICC/NAFED- Kitchen Hood Systems 8084151
ICC/NAFED- Portable Fire Extinguisher Tech 8084151
NICET Level IV Fire Alarm

Unrestricted

NICET Level II Sprinkler T&I (pending Level III)
NICET Level II Special Hazards (pending III and IV)
NICET Level I Sprinkler Layout
RRP- EPA and NJ Certified
OSHA 30 Hour Certified
Confined Space Entry Certified
Fork Lift Operator Certified

EDUCATION

STATE UNIVERSITY OF NEW YORK - Institute of Technology, Utica, NY
B.S. Electronic Engineering Technology - May 1996

MORRIS COUNTY COMMUNITY COLLEGE, Randolph, NJ
A.A.S. Electronic Engineering Technology 1988

COMPUTER PROCESSING INSTITUTE, Paramus, NJ
Certificate Program in Electronic Technology and Microprocessors- 1986

TRAINING

Radio Solutions Inc. Technical Training 2020
Rauland Sales Training 2016
Edwards EST Sales Training 2015
Diversity & Inclusion Centered Leadership – 2011
ADKAR Change Management- 2011
TSM Skills Enhancement Workshop- 2011
Acclivus R3 Sales Excellence- 2007 Beta
Acclivus Coaching Training- 2007 Beta
Retention Through World Class Service- 2005
Green Belt training- 2004
Sales Performance Management-2002
Life Cycle of an Employee-2000
TQM Assessment team-1998
BSM workshop- 1997
Managing to Lead- 1993

ASSOCIATIONS

Automatic Fire Alarm Association of NJ- AFAANJ
Immediate Past President
NJ Society of Fire Protection Engineers- NJSFPE
Trustee on BOD
Automatic Fire Alarm Association -National Assoc
Former Director on BOD
American Society of Certified Technicians-ASCET
Member
National Fire Protection association- NFPA
Member

COMMITTEES NFPA 232 Records- Alternate 2014-2015
NFPA 170 Fire Symbols 2018-Present
NFPA 70 NEC SB16- 2019-Present
NFPA 715 Fuel Gas Systems 2020-Present
NFPA 150 Animal Housing 2021-Present
NFPA 72 Emergency Communications

AWARDS Simplex Time Recorder- Presidents Award 1992, 1993, 1995, 1996, 1997, 1999, and 2000
SimplexGrinnell- Presidents Award- 2002, 2003, 2004
TYCO- Chairman's Award- 2002, Mid-Atlantic Values Award winner 2014.

REFERENCES Furnished upon request.