

**Joseph T. Schneider**  
**Sales, Marketing, & Operations Executive Officer**



Joseph Schneider is a proven leader who knows how to build teams that deliver organic growth with improved EBITDA performance. He has diverse industry experience working for companies ranging from \$50M to \$4B that require renewed efforts such as restructuring, improved EBITDA, and revenue growth for long term success or for potential sale. Joe is a trusted executive and advisor with fierce resolve for results while also developing future leaders to succeed. His success has been led by strong interpersonal communication skills with customers and employees. In addition, Joe utilizes standardized processes for branding strategies and organic growth initiatives that have delivered results in multiple industries.

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*Joe has been described as, “an inspirational and competitive leader that can be relied upon in very difficult situations. Joe is that person that can motivate people to drive positive impact within an organization - which he has successfully proven across multiple industries.”*

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Currently, Joe is the Senior Vice President of Sales & Marketing for Sparton Corporation. Joe inherited a very difficult situation around the lack of organic growth at Sparton. During his tenure, he has built the right sales team and implemented a clear strategy that delivered results in profitable organic growth. New business grew from 10% to 25% of total revenue. The sales pipeline grew from \$20M to \$270M, while EBITDA improved significantly.

**Find out more about Joe at [www.linkedin.com/in/joseph-schneider-20a7096](http://www.linkedin.com/in/joseph-schneider-20a7096)  
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