



MICHAEL D. SANDERS
Jackson County Executive

EXECUTIVE ORDER NO. 13-03

**TO: MEMBERS OF THE LEGISLATURE
CLERK OF THE LEGISLATURE**

**FROM: MICHAEL D. SANDERS
JACKSON COUNTY EXECUTIVE**

DATE: FEBRUARY 11, 2013

RE: APPOINTMENT TO THE MERIT COMMISSION

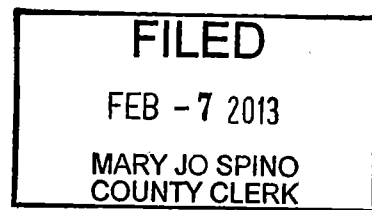
I hereby make the following appointment to the Jackson County Merit Commission:

Kenneth E. Johnson, to fill the vacancy occasioned by the expiration of the term of William J. Gnefkow, for a term to expire December 31, 2015. A copy of Mr. Johnson's resume is attached.

Michael D. Sanders, County Executive

Date: _____

2/7/2013



Kenneth E. Johnson

3421 Saddle Ridge Drive, Independence, MO 64057
816-709-5831
miz2sec@gmail.com

Value Offered

- Dynamic ability to connect with people and develop relationships.
- Breadth of contacts in a variety of industries.
- Resourcefulness to reach decision makers in potential organizations.

Experience

- 2012-Present Lampein Laboratories Kansas City, MO
Director of Sales
- Developing sales and distribution channels for Lampein's new product line
- 2010-2011 Builders Stone & Supply Olathe, KS
Corporate Sales Manager
- Increased sales from \$1.6 million to \$3.3 million.
 - Secured contracts with 14 new General Contractors in 10 months.
 - Restructured process used for submittals to save time and money.
- 2008-2010 Lids Team Sports Indianapolis, IN
National Sales Manager
- Launched specialized Nike program targeting NCAA Division I Athletic Programs, driving \$11.8 million in sales.
 - Assisted with launch of Nike Swim division.
 - Developed and trained sales reps on Nike Team sales programs.
- 2006-2008 Spartan Athletes Independence, MO
Owner
- Designed, developed and managed an innovative online sales portal for Nike's leading team sales dealer, driving \$5.3 million in sales transactions in its first year.
 - Developed exclusive fundraising card program with integrated online ordering application used by organizations across the country.
 - Developed and managed WOWSportZ.com sales website featuring unique customized sports products.
- 1987-2006 Direct Messenger Service Shawnee, KS
Director of Sales and Operations
- Grew annual sales from \$300,000 to \$5,000,000 during tenure.
 - Managed 50 drivers and 5 office personnel.
 - Established customer-focused business model, which included proactive direct contact with hundreds of customers.

Education

- 1984-1987 University of Missouri-Kansas City Kansas City, MO
1986 Missouri Valley College Marshall, MO
1983-1984 University of Missouri-Columbia Columbia, MO