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## Strategic Account Management

*Recent Participants*

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### **3M**

Key Account Manager,  
Marine and Speciality Vehicles  
National Account Manager  
Western Regional Sales Manager  
National Sales Manager  
Account Manager  
Manager, International Business Development

### **ABRA Auto Body & Glass**

Director of Sales and Marketing  
Relations & Marketing  
Account Executive

### **Allianz Life Insurance N.A.**

Senior Vice President of Marketing  
& Key Accounts

### **Alta Genetics**

Chief Financial Officer  
Global Marketing Manager  
Senior Manager

### **Andersen Corporation**

Market Development Manager  
National Professional Accounts  
Major Account Representative, National  
Professional Accounts  
Strategic Account Representative

### **ATK, Inc.**

Director, Retail Sales  
VMI & Retail Business Manager

### **Banta Global Turnkey Corp.**

Director of Strategic Accounts

### **Bayer, Inc.**

Sales Representative

### **The Bernick Companies**

Key Account Manager

### **Bondhus Corp.**

Inside Sales Manager

### **Bosch Packaging Technology**

Account Manager

### **Bosch Rexroth Corporation**

Account Manager

### **Cargill**

Vice President  
Regional Manager, Sales  
Account Manager, Leisure Travel Services  
Director, Executive Development  
Senior Manager, Client Development

### **Carlson Companies, Inc.**

Account Manager, Supplier Relations

### **CBSA**

Vice President, Account Management & Sales  
Manager, Fully Insured Services  
Chief Officer, Sales & Marketing  
Vice President, Fully Insured Sales

### **Charter Films**

Manager, National Accounts

### **Concerto Software**

Senior Account Manager  
Principal Account Manager

### **Cummins Power, LLC**

Vice President, OEM Sales & Marketing  
Manager, OEM Account

### **D.H. Blattner & Sons Inc.**

Chief Estimator & Marketing Director

### **Dakota Electric Association**

Manager, Business Accounts

### **Donaldson Company, Inc.**

Senior Account Executive

### **Dorner Manufacturing Corporation**

Director, Global Accounts

### **DuPont**

Account Manager  
Account Manager, Power and Communication  
Marketing Manager, AFS

### **DuraTech Industries**

Outside Salesman

**Ecolab, Inc.**

Marketing Manager, International

**FedEx**

Regional Vice President, Healthcare  
& Strategic Accounts

**Federal Reserve Bank of Minneapolis**

Director, Sales

**Graco, Inc.**

Vice President, Lubrication  
Equipment Division

**Hearth & Home Technologies**

Vice President, Strategic Accounts Group

**Kemps, LLC**

Director, Sales

**KPMG LLP**

National Director, Business  
Development Strategy

**Kinko's**

Vice President, Sales

**Lawson Software**

Director of Strategic Account Management  
Senior Strategic Account Manager

**Linetec**

Manager, National Accounts

**LJK Companies, Inc.**

Chief Operating Officer

**LodgeNet**

Vice President, Sales

**MedPlans Partners**

Vice President of Client  
& Strategic Relationships

**Medtronic, Inc.**

Director, Customer Management  
Strategic Account Manager  
Corporate Accounts Manager  
Marketing Development Manager  
Northeast Hospital District Manager  
National Manager, Strategic Accounts

**Microdynamics**

Director of Account Management

**Microsoft Corp.**

Account Executive

**Minnesota Power**

Senior Analyst  
Key Account Manager

**Noveon Inc.**

Senior Sales Manager

**Park Industries**

Strategic Account Manager

**Qwest Communications**

National Sales Director  
Strategic Sales Representative

**Relocation Today, Inc.**

Director of Client Services

**The Schwan Food Company**

Customer Development Marketer

**Sico America, Inc.**

National Sales Manager

**Sun Life Financial**

Vice President of National Accounts

**SUPERVALU INC.**

Director, Supervalu University  
Director, Leadership Development  
& Organizational Effectiveness

**Taylor Corporation**

Vice President, New Business Development

**The Toro Company**

National Lawn & Garden Sales Manager  
Corporate Accounts Manager

**Tennant Copany**

Director, National Accounts

**TQ3Navigant**

Director of Account Services

**Trimble Navigation LTD.**

Key Account Manager  
Director, Worldwide Key Accounts

**Tyco**

National Key Account Manager

**University of St Thomas**

Director, Marketing & Communications

**USA TODAY**

Director, National Sales/Travel

**Xcel Energy**

Manager, Account Management