

AUTUMN M. LARKOWSKI

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Objective

Acquire a position to serve on the MFTHBA board of directors as our Region 5 representative. My goal is to serve the members of Region 5 to work toward the greater good of the MFT horse to expand growth of both the performance and trail horses in our breed

Education

Drury University - Springfield, MO

Dec '99

B.A. Secondary Education; History

Work Experience

Paul Mueller Company - Springfield, MO

Feb '15 - Present

Regional Sales Manager:

- Maintain customer satisfaction through long term profitable relationships with our customers
- Effectively communicate and Support the sales goals of the Company by seeking out and landing shop fabricated equipment sales that will maximize the company's earning potential.
- Successfully closed \$50 million in sales by working closely with my engineering, estimating and manufacturing team to make sure the equipment that was sold was the right fit for the company

Paul Mueller Company - Springfield, MO

June '11 -Feb '15

Project Manager:

- Successfully managed \$35 million in sales
- Ensure performance of the contract specifications and budgets of orders, including managing changes to scope.
- Coordinate with Engineering, Sales, Purchasing, Planning, Accounting, Manufacturing and Shipping to ensure milestones are completed during the execution of projects
- Communicate with the customer during all phases of the project to maintain the highest level of customer satisfaction

R.G. Apel Development - Chesterfield, MO

Jan '05 - Oct '08

Project Manager:

- Set budgets for new home construction, collect bids, perform bid reviews, write job specifications and addendums to contracts for homeowners' approval
- Prepare annual audit reports for General Liability and Workers' Compensation, and Builder's Risk Insurance
- Keep an open line of communication between the homeowner, builder.

Fordland High School - Fordland, MO

Aug '01 - May '04

Social Studies Teacher:

- Instructed 9-12 grade social studies courses: U.S. Government, World History, Sociology, Psychology, and Contemporary Issues

Missouri Fox Trotter Experience-

- Have owned raised and bred Missouri Fox Trotters for 34 years
- Shown performance horses for 29 years
- Acquired my judges card when I was 17 years of age and judged for past 29 years which includes Mid-America, NAB, 3 yr old futurity and the Celebration
- Served as Vice President of Mid America in 2001
- Served on the board of Mid-America since 2012
- Served on Judges Committee
- Won World Grand Championships in several performance age categories