

Get to Know

Know

Ian



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Q: What do you think are the best skills that you bring to your job?

A: I am Self-sufficient, flexible, determined, personable and committed. I have a knack for building relationships, and developing great rapport with my customers. When I am traveling for HUB, I am great at connecting with my customers, leaving a great impression and working closely with them to a common goal.

Q: How long have you been working in your field?

A: In 2007, I began dabbling in the Promotional Products Industry.

Q: What is your biggest accomplishment?

A: Here at HUB Pen, pushing for 3 day ground rates to the West Coast; advocating for faster turn times for the West Coast, as to not loose orders. In 2017, securing the largest single pen order of the year was pretty good too, \$77K.

Q: What is your favorite promotional product and why?

A: Isn't the right answer pens? ☺ I'm not really supposed to have a favorite...but if I have to pick, my personal favorite is the Mateo.

Q: What problems do you consistently solve for your clients?

A: Generally speaking....Time Lines...Working the West coast, I am always chasing in-hands dates.

Q: What is a typical day like for you?

A: I spend most of my time on email, planning travel, helping customers, outreach, and occasionally putting out fires. I also try and come up with new promo ideas to share with our customers.

Q: What are you happiest doing, when you're not working?

A: Spending time with my wife and kids, being outdoors, out in the kayak, fishing, skiing, and hiking. I love to explore new places with the family. When I can, I enjoy going to concerts and attending local community events in town. I Bowl in a Ten Pin League, love brewing beer, and visiting Craft Breweries.

Q: What is your favorite food?

A: Marinated steak tips with mixed grilled vegetables...especially asparagus

Q: What is your favorite place you've ever visited?

A: Locally – Roaming around Colt State Park and Mount Hope Farm in Bristol, RI. If I want to be in a tropical place, on the beach...My absolute favorite place to visit is Jamaica.

Q: What is your favorite get pumped song?

A: Something Popular Right now – Greta Van Fleet – “Highway Tune”