

## **MIKE BOSKEN**

Cincinnati, OH

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### **EXECUTIVE SUMMARY**

Results-driven sales executive with a proven record of launching and scaling new product lines to establish market dominance in highly competitive environments. Known for building high-performing teams, developing profitable vertical markets, and aligning stakeholders to deliver sustained revenue growth. Experienced advisor to manufacturers and executive teams, with deep expertise in HVAC, controls, and engineered solutions.

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### **PROFESSIONAL EXPERIENCE**

#### **Environmental Air Products, Inc. — Cincinnati, OH**

**Vice President of Sales** | November 2022 – Present

Senior sales executive for an HVAC manufacturer's representative firm. Responsible for revenue growth, organizational development, and strategic market expansion across sales, engineering, and service business units.

- Led company-wide growth initiatives across sales, engineering, and service departments, increasing market share across all represented product lines
  - Built and scaled vertical market products that expanded solution offerings and positioned the firm as a dominant regional partner
  - Recruited and developed high performing teams across sales, engineering, and service sectors to support company growth
  - Designed and implemented KPI-driven compensation plans aligned with revenue, margin, and market share
  - Founded and scaled a field service department, transforming a cost center into a profitable business unit while strengthening brand protection
  - Negotiated strategic partnerships with new manufacturers to expand product portfolio and competitive differentiation
  - Served on advisory boards for key manufacturers, influencing product development, go-to-market strategy, and disruptive sales initiatives
  - Fostered a culture of mentorship, accountability, and professional development across all teams
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#### **Sales Engineer** | June 2014 – November 2022

Technical engineering sales role focused on specification with engineers, market growth, and market dominance for HVAC controls and mechanical equipment.

- Introduced multiple new product lines, growing them into regional market leaders
  - Partnered with consulting engineers, owners, and contractors to drive product specification and project adoption
  - Managed projects end-to-end, from design and bidding through installation, commissioning, and closeout
  - Influenced engineering firms to standardize designs around represented products
  - Oversaw field installation, system programming, and commissioning to ensure quality and customer satisfaction
  - Developed and expanded long-term customer relationships while consistently identifying new business opportunities
  - Delivered customer training, technical support, and manufacturer-led educational events
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### **EDUCATION**

#### **Bachelor of Science, Electrical Engineering**

University of Cincinnati — Cincinnati, OH

Graduated April 2014