

# Hector Loureiro

25 Evergreen Passway  
Morris, CT. 06763  
(203) 600-3242  
hectorloureiro@mail.com

## EXPERIENCE

### **Ecolab, Inc. — Territory Manager**

St Paul Minnesota

June 1987 - August 1995 8 years

Handled a few territories within my time there. Typically warewashing, housekeeping and laundry customers. Won multiple awards for budget achievement and customer retention and new sales contests.

### **Diversey, Inc. — Territory Manager, Laundry Specialist**

Livonia, Michigan

August 1995 - June 1998 3 years

Worked with multiple territory managers training on wash chemistry, formulations and linen processing. Handled some of Diversey's most prestigious accounts in Manhattan and Westchester County, NY.

Developed healthcare and lodging wash formulas and chemistry.

### **HK Laundry Equipment, Inc. - Sales Manager**

Armonk, NY

June 1998-April 2000 2 Years

Learned and sold commercial laundry equipment. Including Unimac, B&C Technologies, Speed Queen, and Electrolux.

Sold Washers, dryers, ironers, along with water heating systems.

### **Commercial Linens- Partner**

Danbury, CT

April 2000- December 2003 3 Years

Started and ran a commercial linen plant that supplied linens to hotels and restaurants.

### **HK Laundry Equipment, Inc. - Sales Manager**

Armonk, NY

December 2003- June 2015 12 Years

Learned and sold commercial laundry equipment. Including Unimac, B&C Technologies, Speed Queen, and Electrolux.

## SKILLS

Capable of handling all aspects of laundry, labor, formulation, and chemistry in laundry and some warewashing. Knowledge of most fabric types and washing and finishing procedures. Through working with machine manufacturers, I have learned programming and software use on most laundry washers and dryers.

## AWARDS

Multiple awards from both, Ecolab and Diversey for account retention, sales increase, budget achievement, and distributor development.

## LANGUAGES

English, Spanish, and Portuguese.

Handled the Greater NYC market, upstate NY and CT.

Sold Washers, dryers, ironers, along with water heating systems to Hotels, nursing homes, athletic facilities, car washes, assisted living facilities and laundromats.

### **Xeros, Inc. – Director of service North America**

Manchester, New Hampshire

June 2015- June 2017 2 Years

Worked with Xeros on bead cleaning technology in cold water.

Assembled a chemical team to cover the entire US and ran it for two years.

Also assisted in selecting new products to work in cold water.

### **Laundrylux – National Sales Manager OPL**

Inwood, New York

June 2017- March 2020 3 Years

Responsibilities included working with distributors in the USA and Canada to develop them and train on equipment sales. The lines were Electrolux and Wascomat.

Also to uncover new opportunities and develop new distributors.

### **Metropolitan Laundry Machinery Sales**

Richmond Hill, New York

June 2020- Current

Responsibilities included developing a territory in on premise and vended laundry equipment. Representing the Unimac and Speed Queen line of machinery.

## **EDUCATION**

### **Henry Abbott Technical School, Danbury, CT**

June 1984- June 1987

Learned Refrigeration, air conditioning and major appliance repair.