



### **Thomas Weiss**

#### Strategic Business Development Manager

Thomas Weiss is responsible for implementing and managing Trojan Battery's Original Equipment Manufacturer (OEM) growth strategy which is focused on building direct relationships with large scale end-user influencers and purchasers of equipment from OEMs in Trojan's core markets. Weiss will manage customer requests to OEMs to install Trojan batteries on all their equipment orders.

In addition, he is tasked with establishing relationships with new Trojan customer targets including big box retail corporations, national and regional rental companies, healthcare institutions, service providers, manufacturing facilities, etc.

Weiss has more than 30 years of experience in executive management, engineering and sales. He most recently served as general manager of American Industries, Inc., a prominent supplier of industrial chemicals and lubricants designed for use in all types of manufacturing and industrial applications. Previously, he held the position of director of international product management for Dorman Products Inc., a 350-million-dollar designer and manufacturer of OEM "dealer exclusive" automotive replacement parts.

Weiss earned a bachelor of science degree in automotive engineering technology from Indiana State University in Terre Haute, Ind., and an associate of science degree in automotive technology from Vincennes University in Vincennes, Ind. In addition, he is a member of the American Management Association, Society of Automotive Engineers, and holds certificates of Automotive Service Excellence Master Automotive Technician, and Heavy Duty Truck Technician.

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