



Steve

Sandercock

Regional Manager

ssandercock@imec.org

Phone: 217.779.8227

Fax: 309.677.3289

“ If you treat your customers well, and your employees even better, everything else will take care of itself. ”

Lending a Hand

My journey started as a stockroom clerk at a corporation in Quincy, Illinois while I was attending college. I was fortunate to be surrounded by individuals who cared more about their fellow employees and their success, than they did about themselves. This is also where I learned the value of building relationships with customers and suppliers. I have a strong understanding and appreciation for team work and prioritizing actions that will drive value for customers. As a result, I've spent more than 20 years of my career increasing sales through dealer, distributor, OEM and client relationships. At IMEC, I help businesses focus on areas that provide value internally and also for their customers, resulting in bottom line and top line growth. I enjoy helping companies implement innovative ideas and continuous improvement techniques in their business processes.

My Background

My career spans more than thirty years across a variety of industries including high technology, industrial products and service-based business. Most of my time has been in customer-facing positions and executive leadership roles for various organizations. I have also co-founded a company and written several business plans that resulted in securing private funding. My expertise includes product development, client relationship building, brand awareness, market expansion, and continuous improvement- purchasing, engineering and manufacturing to drive efficiencies. I earned a Bachelor of Science in Business Management and a Master of Business Administration from Quincy University.