



## Jim Hancock

### Regional Manager

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***“ If you always do what  
you’ve always done,  
you’ll always get what  
you’ve always got. ”***  
***-Henry Ford***

### Lending a Hand

Growing up on a small farm in northwest Illinois, I’ve carried a hands-on approach throughout my 30 year career. I spent the early part of my career working for large OEMs and their suppliers, before venturing into the world of entrepreneurship for over 15 years. I later returned to the workforce as a director of technical sales for a supplier to large engine manufacturers in the agricultural, power generation, oil & gas, marine, automotive and on-highway market. Throughout my career and my time as an entrepreneur, I developed a strong understanding of the expectations of large OEMs to their suppliers and the challenges they face. The challenges that come with meeting these requirements range from [cost break down analysis](#) to [lean](#), 5S and [Six Sigma](#), to delivering a quality product with tight cost restraints.

By developing strong relationships with customers and delivering results-oriented solutions, I have been able to enrich my clients bottom lines. At IMEC, it is my mission to provide the manufacturers in Northern Illinois with the ability to meet their challenges while remaining profitable. At the same time, developing a highly skilled [workforce](#) that fosters a team atmosphere, leading to greater job satisfaction and higher retention rates, subsequently building competitive futures in the communities.

### My Background

After graduating from Northern Illinois University with a Bachelor of Science in Graphic Arts Engineering, I began my career on the installation crew of large commercial heatset offset printing presses. From there, my 30 year career led me through engineering, project management, sales and sales management to a business owner for over 15 years where I bought, sold and remanufactured large newspaper printing presses.