



Master of
Industrial Distribution
COLLEGE OF ENGINEERING

MID

Success Stories

AGGIE GRADUATES IN INDUSTRY

Q&A with



Ron Price

MID Class 2018

Sr. Government Sales Manager

W.W. Grainger, USA

What did you like best about MID?

"Information learned. Relevant to my industry, network of people that I was able to meet throughout the us."

Were you able to implement any knowledge at work immediately?

"Yes – absolutely! Understanding more about what levers exist to improve our businesses revenue and profitability. This program helped me better understand how I can impact all levels of our organization."

From the time you heard about the MID program, how long did it take you to decide to apply?

"3-4 months for the MID. The decision to go back and get a Master Degree, about 7 months."

Did you benefit from RES Week? If so how?

"YES! I was able to establish relationships with my peers and gain a better feeling for program's expectations and content."

What were your takeaways from Res Week?

"The information on what I was about to learn was going to be impactful and exciting."

Where was your global trip to?

"Poland. Worked with RS Components."

What experiences did you value from that trip?

"The trip allowed me to have better business acumen for what I do every day and challenge self and others to increase profitability of business."

What was your favorite aspect of the Global Class?

"Poland was full of History and I probably would go there on my own, but to experience the once of the lifetime opportunity with peers, was incredible."

What was your capstone?

"Customer stratification for small businesses at Grainger. This helped our small businesses better understand the cost of servicing a customer and what levers are available to increase and sales and be profitable at the same time."



Did you implement?

"Yes, I implemented this with our small business partner immediately. The small business partner could better understand how to use their customer stratification data to improve revenue and profitability."

Was it successful?

"Yes it was Successful - for example, one of the partners and was able to have a better understanding about sales coverage and make adjustments as needed to be profitable."

After MID, did you get any pay increases, promotions, recognition?

"Yes - I earned a promotion shortly after graduation."



Do you think the skillsets learned contributed to your promotion?

"The MID greatly helped because it showed my organization about my commitment for the company and helped accelerate the process through improved performance."

Do you utilize skillsets on a day-to-day basis that you mastered in the MID?

"Yes, I look at sales coverage and how we stratify customers based on ROI of each customer."

What advice would you give someone who is thinking about a master degree?

"Think about your endgame professionally and ensure the program you get into will satisfy your objectives."

What advice would you give someone that is entering for the MID?

"Be ready personally to take on the extra responsibility of learning the materials and prepare yourself to work in an environment. Challenge others to do the same, and meet a common objectives."

What advice would you give someone about their capstone projects?

"Make sure that your capstone solves a problem within your organization as it will give you visibility to your leadership - if you don't know -- ask!"

If you could do anything different in the MID program, what would it be?

"I would have applied myself harder to areas that were harder for me and spent more time to master it."

Have you kept in contact with any of your peers?

"Yes."

If so, is it on a professional or personal level?

"Both."

Do you believe that the curriculum was sufficient to prepare you for the next steps in your career, if so, How?

"Absolutely! Having a better financial acumen will better position me to take on roles where owning P&L and making decisions that impact the health of the business are critical. This curriculum has prepared me to look at several areas of the business from customer coverage, pricing, products, logistics, and many more areas which impact the health of our organization."

On average, how much time per week did you dedicate to the MID program?

"About 10 hours a week."

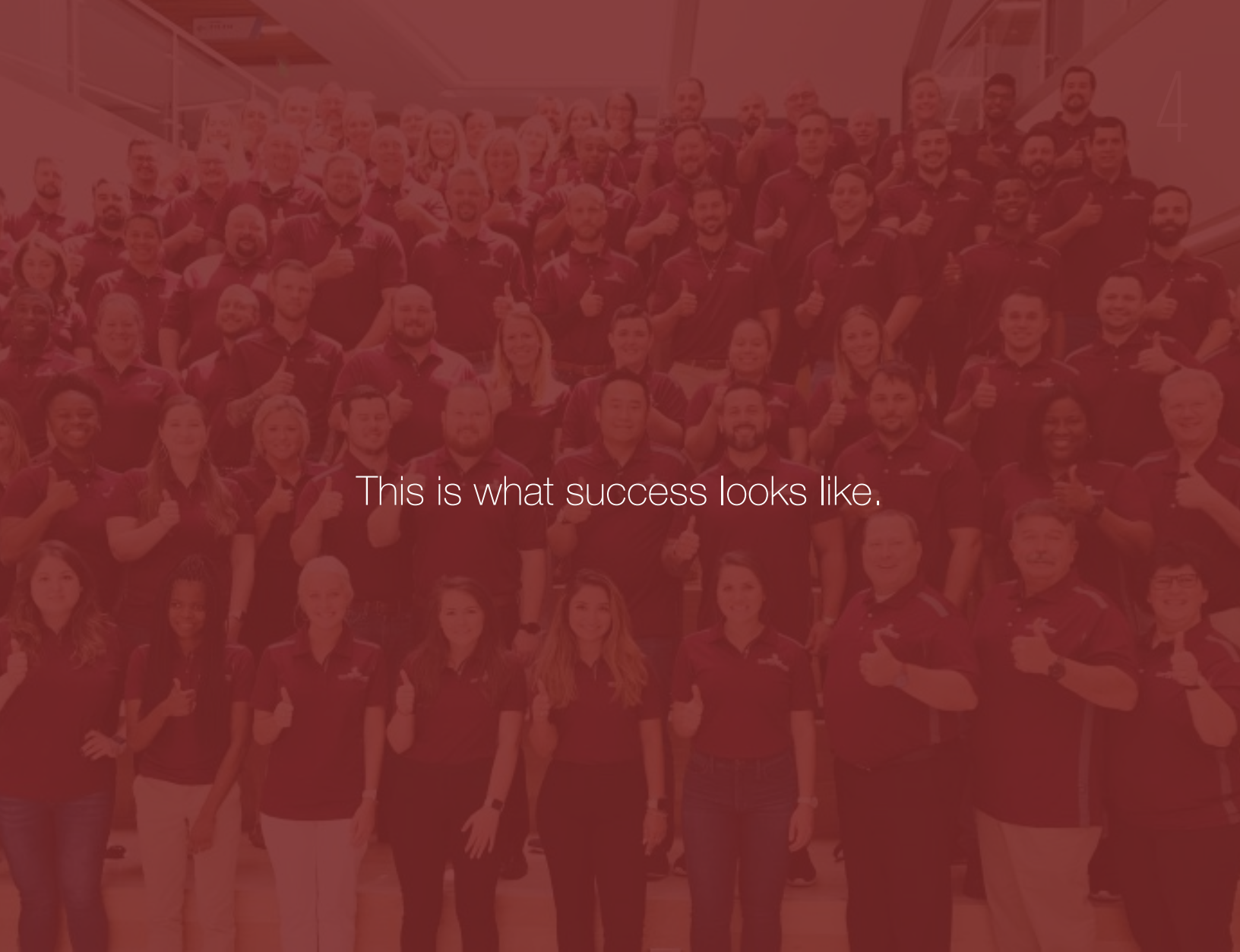
Did the MID program structure compliment your personal and professional lifestyle?

"Yeah! I had to make some adjustments but for the most part yes!"

If you could summarize your MID experience, now that it has been completed, how would you do so in one sentence?

"The trip was amazing. I made friendships that are lifelong. The education is valuable. I had a lot of fun going through the program!"





This is what success looks like.



**Master of
Industrial Distribution**
COLLEGE OF ENGINEERING

To learn more about the program, application
requirements and information sessions,
visit us at:

mid.tamu.edu