



Ray McKelvey

Builds comprehensive relationships
with major global customers.

Ray McKelvey

Global Strategic Account Manager, Ind. equipment manufacturer

Residing in Athens, Alabama, Ray McKelvey has solidified his reputation as an accomplished sales executive within the technical sector of Rexnord Industries, focusing on the food and beverage packaging equipment niche. His acumen for understanding and navigating the intricate dynamics of industrial sales has not only advanced his career but has also placed him among the top performers in his field, as evidenced by his repeated recognition in the company's esteemed Circle of Champions.

Driving Growth Through Strategic Insight

At Rexnord, McKelvey's approach to sales is defined by his strategic insight and deep understanding of the technical aspects of the products he represents. His ability to align product capabilities with market demands has significantly enhanced Rexnord's footprint in the industry. Through his adept communication skills, McKelvey has built and maintained strong relationships with key players across the globe, ensuring continued business success and client satisfaction.

A Foundation of Education and Continuous Learning

McKelvey's educational journey began in his hometown at Calhoun Junior College, where he undertook general studies to build a strong academic foundation affordably. He then pursued further education in business and marketing at the University of Tennessee, which provided him with critical insights into market strategies and consumer behavior. His commitment to deepening his technical expertise led him to the University of Alabama-Birmingham, where he studied mechanical engineering, gaining valuable knowledge that would later underpin his career in industrial sales.

Decades of Dedication to Sales Excellence

Over the past two decades, McKelvey has been a pillar at Rexnord Industries, holding several key positions that tapped into his broad skill set:

- Regional Product Sales Manager (2010 - present)
- Director of Sales, North America (2007 - 2010)

- National Accounts Manager (2004 - 2007)
- Food and Beverage Industry Specialist (2002 - 2004)

In each of these roles, McKelvey has demonstrated his ability to devise and implement effective sales strategies, manage large-scale accounts, and drive significant revenue increases. His career has been characterized by a keen ability to adapt to evolving market conditions and leverage opportunities for growth and expansion.

Before his notable tenure at Rexnord, McKelvey showcased his leadership and sales capabilities at Industrial Supplies, Inc. As a Branch Sales Manager from 1988 to 2002, he was instrumental in establishing and growing a new branch, significantly boosting its sales and visibility in the market. His career roots trace back to 1980 when he began as an Outside Sales Representative, a role that honed his skills in customer relations and set the stage for his later successes.

Philanthropy and a Passion for the Natural World

McKelvey's impact extends beyond the professional sphere into his passionate involvement with the Make-A-Wish Foundation. His commitment to this cause stems from a deep desire to bring joy and hope to children facing severe medical challenges. By contributing both his time and resources, McKelvey plays a crucial role in enhancing the lives of these children, helping them to experience moments of joy that also contribute to their health and well-being.

An avid nature enthusiast, McKelvey is also a skilled wildlife photographer, capturing the tranquil and often awe-inspiring moments of natural beauty. His love for the outdoors is complemented by his commitment to staying active; he is an avid runner, having taken up distance running on his 50th birthday.

Since then, he has participated in numerous running events, including marathons and triathlons, which he believes not only fortify his physical health but also clear his mind and enhance his focus.

A Lasting Impact in Professional and Community Arenas

In every aspect of his life, Ray McKelvey demonstrates a profound commitment to excellence, whether through his strategic initiatives at Rexnord Industries or his charitable efforts and hobbies. His professional endeavors are marked by a clear vision and steadfast dedication, while his personal pursuits reflect his broader values of health, wellness, and community support. As he continues to lead in his field and give back to his community in Athens, Alabama, McKelvey remains a testament to the power of professional dedication intertwined with personal fulfillment and community service.