



News from THE WALLACE GROUP

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ProAct, Inc.

For Immediate Release

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PROACT, INC. NAMES GREG PECHMAN SALES MANAGER OF EAGAN-BASED NONPROFIT SERVING PEOPLE WITH DISABILITIES

**With almost three decades of sales experience, Pechman will develop work assignments
from area companies and organizations for program participants**

ProAct, Inc., an Eagan-based nonprofit providing employment related services for people with disabilities, has hired Greg Pechman as sales manager. He will be responsible for attracting and developing production, assembly, and packaging work opportunities and other assignments to be carried out by ProAct participants.

Pechman has almost three decades of sales experience, mostly in the printing area, with his last post covering a five state area. “ProAct does some business with my former customers and competitors,” said Pechman, who will now work to bring more packaging and assembly business to the experienced and versatile Eagan nonprofit.

Eager to meet with past customers and new ones, Pechman says he is familiar with many of the companies ProAct calls on. “I’m kind of an idea guy,” said Pechman, who comes up with new ways to make jobs go well.

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The new sales manager's switch from selling products to ProAct's services comes just after he began volunteering with senior citizens at the DARTS service organization. One woman needed assistance with grocery shopping, while another person requested help with computer problems. "It changed my mindset somewhat," he said, noting that it will be doubly rewarding to help individuals at ProAct. "That's what attracted me (to ProAct), that double win, personally."

ProAct's director of production services in Eagan, Dave Cavalier, said he was impressed by Pechman's assuring presence, his honesty and integrity. "He has a proven track record," said Cavalier.

Pechman's previous customer list is extensive, but his specialized printing area was a more concentrated group. "Now, my customers are just about anybody, potentially, and it's a big job to get your arms around that," he said. Most of ProAct's opportunities are close to home, the new sales manager said, but the amount of available work is far greater.

He graduated from St. Mary's University in Winona, where he earned bachelor's degrees in marketing and math. He is a native of Mahtomedi and has lived in Burnsville since 1991. He's also an avid golfer and Scrabble player.

ProAct is headquartered in Eagan and maintains additional sites in Red Wing, Zumbrota and Hudson, Wis. Its mission is to serve individuals experiencing barriers to employment and self-sufficiency due to developmental disabilities, mental health issues, traumatic brain injuries, and other conditions.

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