

NEW MEMBER PROFILE:

Name: **Chris Rauen**

Membership Category:

Title: **Director of Sales**

Certification(s): N/A

Company: **Anixter Inc.**

Company description: **Anixter is a Global Integrated Distributor of physical Infrastructure products; including voice, video, data, & power solutions. Our job is to help our clients make critical decisions on their infrastructure solution(s); and jointly develop a strategy to deliver the solutions, effectively and efficiently to the job site.**

Last book read: **The Girl with the Dragon Tattoo**

Last movie seen: **Atlas Shrugged (part 1)**

My Favorite Vacation City/Country: **Phuket, Thailand**

Favorite Sport and Team: **Cubs**

What has been the most challenging part of your job recently? My career has been a bit of a whirlwind as of lately. I recently relocated back to the USA from a two year assignment in Asia. I was relocated by Anixter to our Singapore location, where I developed our global strategy for the Asia Pacific (APAC) market. The opportunity was rewarding; met some fantastic people; learned quite a bit about international business; and traveled to some very exotic places. The hardest part was being way from family and friends.

What have been the most important steps in your life (schools, jobs, etc.) that have led you to where you are today? I feel a strong supportive family, hard work, desire to win, and of course a little bit of luck has helped me get to where I am at today.

Many people who work within the FM world have to act as 'leaders' in their jobs. What do you think makes a good leader, and have you done anything recently that has made you a leader? There are quite a few defining features of a leader. To be specific, It is a person who can recognize an opportunity; develop a well defined plan meeting the requirements of the opportunity; orchestrate the right team to execute on the plan. Recently, I developed and implemented the Anixter go-to market strategy for the country managers in our APAC region.

A year from now, what will you have hoped to accomplish, professionally or personally? Professionally, a year from now, I would like to be more relevant with my customers. Personally, I am hoping to have my daughter potty trained :o)