Eastern US Field Services Operation

Project summary — Matt Cox, Pomeroy

Matt Cox ran Pomeroy's Eastern US field services operation: **800+ technicians** and **43 team leads and managers** on a P&L of approximately **$16.7M**, with roughly $14M in annual regional revenue.

Under his leadership, service profitability rose by about **12%**, and the Eastern US territory grew **300% to $370M**. He delivered **203% of a $70M quota** in 2015 and earned **President's Club in 2017**.

The operation supported statewide public-sector contracts, including four-hour repair coverage across Pennsylvania, staffed in part through a technician pipeline he helped build with a local IT career school.
