



Chris Noble  
Vice President, Sales  
Strategic Accounts  
McGraw-Hill Construction

## **Chris Noble** **Vice President, Sales** **Strategic Accounts** **McGraw-Hill Construction**

As vice president, sales, Strategic Accounts for McGraw-Hill Construction, [Chris Noble](#) is responsible for leading the overall strategic direction and tactical implementation for the Strategic Account Sales organization, composed of the field-based Building Product Manufacturer (BPM) sales force, and the field-based Contractor & Services (C&S) sales force. The Strategic Accounts sales team focuses on the needs of customers who value strong personal relationships in an effort to find the best solutions for complex business needs.

Chris brings considerable experience to his position. Most recently, as vice president, sales, for the Building Product Manufacturer sales channel of MHC, he managed the sales force in North America that is responsible for sales of MHC solutions that help building product manufacturers get smarter about the market, get seen, found and specified, and find and manage sales opportunities. Chris assisted in product development and marketing with the product and marketing teams at MHC, and he co-led the integration of separate, "product focused" sales teams into a single, "customer focused, solutions driven" sales team. He was instrumental in developing strategic relationship and solution-based selling for the BPM market. Chris assumed this role in 2002.

Chris started his career with McGraw-Hill in 1985 as a Sweets district manager in Cleveland, Ohio, calling on building product manufacturers including Owens-Corning Fiberglas, Libbey-Owens-Ford Glass, ICI Paint, Gencorp Roofing, and Moen Incorporated. In 1996, he was promoted to sales director-Southeast region for Sweets, leading the region to #1 in sales performance for five of the six years he served as its director.

Prior to joining MHC, Chris held sales positions with Litton Industries and Motorola Corporation.

Chris earned a B.S.B.A. in Marketing with a focus on Selling and Sales Management/Advertising from Bowling Green State University, Bowling Green, OH, and a Masters in Business Administration from Baldwin-Wallace College, Berea, OH.