

# WHY KONECRANES® ?



## Meet Jesse Pruden.

In December 2017, Jesse Pruden became Konecranes Branch Manager in Evansville, Indiana. Leading up to that point, Jesse gathered an array of experience that laid the foundation for his role today. Right out of high school, he joined the United States Army and served four years active duty. He made vast achievements in a short amount of time, advancing in ranking from E1 to E4 in just 18 months and held roles typically given to personnel of higher rankings before he could formally move up.

After his enlistment was up, Jesse moved back home and began working hard to grow his career and build his education. He spent three years as a shop technician for a local diesel shop while also starting night classes in law enforcement. Shortly before receiving his associate degree in Criminal Justice, Jesse began to work with a Caterpillar heavy equipment dealer where he advanced in several positions, notably taking care of the company's largest account when he was Key Account Manager.

Finding that he really enjoyed this work, Jesse enrolled in night classes again and began working toward a bachelor's degree in Business Administration. Ready to take a next step in his career, Jesse took a promotion with Equipment Depot, a forklift and material handling company. After 3 years as a Service Manager and completing his bachelor's degree, the next career advancement opportunity was on the mind. Again, promotion opportunities were limited where he was at and he started looking outside the company. That's when he found Konecranes. Konecranes serviced the jib cranes for the forklift dealer Jesse had worked for as a Service Manager. "I was impressed with the communication and follow-through from the contacts I worked with at Konecranes," he recalls. He felt like the Branch Manager opportunity was the right fit.

"The reason I chose to work at Konecranes," Jesse says, "is that getting hired here offered me a promotion and superior benefits from my current role at the time." More importantly, he felt the company offered solid advancement opportunities for someone looking for a long-term career. The moment he knew he made the right decision, he says, was shortly after coming on board with Konecranes. Right away, he was responsible for seeing through a critical project with a key customer. "I admit I felt a little in over my head, but I received support and advice from various individuals within the organization. I was trusted to complete a high-level project and I wasn't micromanaged throughout the process." In the end, the project was successful. "I really felt like the leaders above me recognized my abilities and trusted me to execute the project well." It was during this time that Jesse says he knew he was working for a company that would both challenge him and support him.

All in all, Jesse explains why he's proud of the team he works for. "I appreciate that my district team pulls our branch managers together frequently to align our goals, share ideas, and build relationships." It's a place, he says, where he can have ownership of running the day-to-day at his branch but easily call on support when it's needed.