



Ken Krauss
Vice President Sales and Marketing

Ken Krauss is a graduate of the University of New Hampshire, Durham, New Hampshire, receiving a B.S. in Business and Hotel Management in 1981.

In 1983, Ken joined The Seiler's Corporation as a Sales Trainee covering Upstate New York. After landing three major hospital contracts totaling \$4.5 million in managed volume Ken was promoted to Account Executive.

In 1986, Ken was promoted to Sr. Account Executive and moved to Baltimore to open up the Mid-Atlantic territory for Seiler's and then Sodexho (Seiler's was acquired by Sodexho). In the first 18 months Ken replaced the major competitor, Marriott, in \$12.6 Million in managed volume and had a closing rate approaching 70%.

In 1989, after a very successful run in the Mid-Atlantic, Ken was recruited by ARAMARK to join the Healthcare Nutrition Services division as a Sales Director covering the South East and US Territories in the Caribbean. Ken landed his first major Medical Center for ARAMARK in North Carolina within his first three months. In addition to an above average closing rate and numerous sales awards, Ken negotiated ARAMARK's first contracts with the Humana and AMI Hospital chains, negotiated a kitchen reconstruction and management contract for the St. Thomas and St. Croix Hospitals after Hurricane Hugo, and just prior to leaving ARAMARK, negotiated ARAMARK's first Hospital Housekeeping contract in Albany, GA.

In 1993, Ken was recruited by Graeme Crothall to join the start-up Morrison-Crothall. Ken quickly learned the Hospital Facilities side of the business and over a fifteen year run was consistently one of Crothall's top producers of profitable accounts many of which are still with Crothall. Ken held a variety of positions including Vice President of Sales covering the Eastern half of the US.

In May of 2008, almost fifteen years to the day, Ken joined Graeme Crothall at Xanitos as the VP of Sales and Marketing. Ken resides with his family, wife Suzanne, sons Alex and Max, and daughter Katy in New Hampshire.