

WILLIAM CLINT ANDREWS

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ACCOUNT & SALES MANAGER

- Multi-faceted management professional offering a career of proven success in Marketing, Logistics & Food Service Industries; achieved \$4 million in sales fiscal year 2018-19.
- Passionate and determined to build market presence by working closely with clients to match specific practice needs with specific promoted products.
- Enthusiastic and articulate communicator, adept at cultivating ties with key decision-makers, influencing them to realize the benefits of specialized product lines and become loyal clients.
- Strong ability to build long-term business alliances and use client satisfaction and loyalty as a competitive advantage.
- Track record of success in an ultra-competitive, high-pressure selling environment.

AREAS OF EXPERTISE

- Sales & Account Management
- Project Management
- Innovative Market Expansion
- Strategic Planning & Key Account Focus
- Route Sales
- Client Relationship-Building & Retention
- Warehouse Management
- Inventory Management
- Negotiations & Presentations
- Team-Building & Training
- Customer Service
- Wholesale Distribution
- Marketing/PR
- Logistics & Production
- Process Improvement
- Streamlining Workflow

Computer Skills: Windows 2000/XP; MS Word, Excel, PowerPoint, Access, Outlook; Adobe Acrobat

PROFESSIONAL SUMMARY

Independent Contractor - NA	2021-
Area Manager - Performance Food Group	2016-2020
Strategic Account Manager – Central Texas, Austin Provisions	2006-2016
Sales Associate – Central Texas, Sysco Foods	2005-2006
Assistant Manager, Jalapeno's & More	2002-2005
Rental & Freight Manager, ImageCraft Exhibit Co.	2000-2002
Warehouse Manager, AdaptaPak	1998-2000

CAREER ACHIEVEMENTS

Sales/Account Management

- Support and drive sales for the largest grocery store chain in Central Texas (HEB) as part of the country's largest distributor of gourmet deli meat and specialty foods (Boar's Head).
- Cultivate, maintain, and enhance relationships with deli/store managers and small business and restaurant owners in central Texas.
- Price merchandise competitively to drive sales, promote weekly sales items by creating POS displays, train staff, and prepare/phone in grocery/restaurant orders daily.

Project Management/Service Delivery:

- Drive post-sale custom exhibit projects through service delivery process to service delivery date.
- Verify work orders, order products, track orders, oversee shipping/receiving, and maintenance.
- Liaise with personnel and clients on pending orders and provide I&D support at trade shows.

Logistics/Freight Management

- Manage and work closely with UPS and FedEx to reduce freight costs.

- Oversee daily operations including order fulfillment, invoicing, delivery, order acceptance, inventory, billing and collections.
- Load trucks and dispatch drivers for regional deliveries ensuring proper delivery temperatures.

Warehouse/Inventory Management

- Administer and ensure quality control of warehoused customer exhibits and \$3 million in inventory.
- Aid in setting up and dismantling of customized exhibits.
- Direct operations, oversee personnel, and operate forklifts, hand trucks, and digital hand-held inventory scanners.

EDUCATION & CERTIFICATIONS

Certifications - Nimlok, Train the Trainer, Sysco Foods (proprietary), PFG STARS training