

Professional Experience

Account Sales Specialist

Fastenal Tupelo, MS

Oct. 2017 – present

- *Responsible for Safety Management, Preventive Maintenance and all MRO order procurement
- *Prepares annual and quarterly reviews with customers
- *Meets or exceeds budgeted and new business gross margins

Field Service Coordinator

Grainger

Aug 2014 – Oct. 2017

- *Acted as the key contact for customers as it relates to current buying needs, buying patterns, identifying new opportunities to enhance customer relationships and problem solving
- *Built customer relationships by identifying customer needs and/or providing solutions
- *Understood the local market and the competitive landscape to ensure that customer needs and expectations were exceeded
- *Identified continuous improvement opportunities in productivity, process improvement and cycle time with all sales and services activities
- *Increased sales by 24%-43% respectively
- *Doubled customer foot print

TL/GL/Assistant Manager

MacLellan Integrated

Oct 2010 – Jan-2015

- *Actively participated in the growth of best practices and nurtured the growth of the team
- *Cultivated lasting mutually beneficial partnerships with customers and other contractors
- *Prepared annual site budget, budget narratives and quarterly forecasts
- *Met or exceeded budgeted and new business gross margins

Education

Ohio Christian College

BBA-Management/Marketing

Memphis State University

Business Administration

State Technical Institute

Construction Supervision and Management

University of Mississippi

Operations Management/Continuing Education

United States Marine Corps

OSHA 30

Studying for Mississippi Contractors License

Organizations and Associations

JNA Design Review Committee

JNA Traffic Committee

University of Memphis – FAAC Board Member

Mid-South Alumni Association – Board Member

Chickasaw Council – Eagle Scout Review Board

Past Chairman and President Junior Chamber of Commerce

National Barbeque Association – Board Member/Judge

Member of Lee County and Mississippi Master Gardeners