

Drew Chrisohon

1191 Cobblestone Lane ♦ Bogart, GA 30622 ♦ (770) 307-7202 ♦ dchrisohon@hotmail.com

Qualification Summary

Growth focused professional with a proven record of success in driving sales and development of people while servicing and expanding a large portfolio of business utilizing effective management, business planning, training, and relationship building. Skilled and accomplished in custom manufacturing, QSR foodservice, broadline foodservice, national accounts, and industrial accounts managing and cultivating relationships at all levels.

Professional Experience

Dr. G's Creations, LLC

March 2022 – June 2022

➤ Vice President of Sales - Foodservice (*March 2022 – June 2022*)

- Responsible for the growth and management of business within the foodservice segment.
- Development of pipeline growth for national account QSR opportunities, focusing on restaurant chains with 500+ locations.

Golden State Foods

Jan. 2014 – March 2022

➤ Sales Director (*January 2021 – March 2022*)

- Co-manage National Account Sales Team, combined revenue of +\$450M, achieving annual growth rates of +5% average YOY. Continue to directly manage Zaxby's account with two direct National Account Manager direct reports.
- P&L Management of National Account Sales Budget. Recently completed P&L Analysis to ensure proper capture of expenses for more accurate budget planning and tracking.
- Management Team lead for SKU Analysis Committee, working closely with Operations, Supply Chain, & Procurement to analyze items and maximize efficiencies across all three domestic manufacturing facilities.
- Member of Senior Liquid Products Management Team, working closely with leadership counterparts in other areas of our organization to ensure a successful, profitable, and efficient business model satisfying current business demand while planning for future growth. In 2020-2021 this included the opening and commissioning of a new facility in Burleson, TX that expanded capacity and opened new lines of supply for our customers while maximizing system capacity and freight advantages among the three US-based facilities (Burleson, TX / Conyers, GA / City of Industry, CA)
- Sales Team Lead on 2021 Strategic Planning Committee and LPNA 2030 Vision Committee.

➤ Sales Manager (*March 2017 – December 2020*)

- Manage two direct report National Account Managers, while actively maintaining account responsibilities.
- Direct account responsibilities: Zaxby's & French's/McCormick
- Accounts managed by direct reports, falling under my umbrella of responsibility: Arby's/Inspire Brands, Popeye's, Church's, Chick-fil-A, Denny's, SE Mills, Whataburger, & Raisin' Cane's.
- Total portfolio responsibility of +200M pounds with revenue exceeding \$200M.
- Successfully developed and onboarded French's/McCormick as a new core account and addition of new volume, representing +6M lbs. of new volume, opening up French's/McCormick as a new core account.

➤ Senior Account Manager – National Accounts (*January 2016 – February 2017*)

- Successfully developed and onboarded Chick-fil-A as a new core account and addition of new volume, representing +8M lbs. and opening up new opportunity with Chick-fil-A as a new core account.

➤ Account Manager – National Accounts (*January 2014 – December 2015*)

- Direct account responsibilities during time in this role include Zaxby's, Arby's, Church's, Southeastern Mills, Whataburger, Chick-fil-A and Rich Products.
- Total new pound sales year-over-year averaging 6.8% growth.
- Successfully re-negotiated several multi-year contracts securing same or additional margin from prior agreements.
- Coordinated several internal projects on packaging and product reformulations that provided cost savings and plant efficiencies for both Golden State Foods and customer. In one instance, worked internally and externally on a packaging reconfiguration that provided a value of over \$500K in efficiencies for GSF and over \$1.5M in efficiencies for the customer.
- Work closely with GSF Corporate Chefs and Food Technologists, along with customer culinary teams, on the ideation of and breathing life into concepts. Through this process, we have created and successfully launched multiple new items that have resulted in national launches as LTOs and new core business.

Drew Chrisohon

1191 Cobblestone Lane ♦ Bogart, GA 30622 ♦ (770) 307-7202 ♦ dchrisohon@hotmail.com

Tip Top Poultry, Inc.

Feb. 2006 – Dec. 2013

➤ Sales Manager – Food Service, Business Development, National Accounts (*Sept. 2008 to Dec. 2013*)

- Accountable for National, Regional, and Local sales and relationship management with broadline distributors, 2nd and 3rd tier distributors, multi-unit chains, and industrial accounts.
- Supervised two direct Internal Sales reports.
- Development of \$9 million in new account revenue stemming from new customers over diverse segments.
- Manage 65+ accounts with annual gross revenue exceeding \$28 million dollars.
- Negotiate all marketing programs – Corporate, Regional (Cluster), Local – to maximize available program dollars to drive branded and non-branded sales.
- Successfully negotiated two concurrent three-year contracts with national healthcare purchasing group that provided both monetary and strategic value to solidify our position within the foodservice market.
- Management of nationwide broker network - Interviewing new brokers, managing existing brokers, training on product line, and conducting regular business reviews to gauge performance and identify opportunities.
- Coordinate and staff all food shows and trade shows.
- Management and execution of all branded and customer specific packaging projects.
- Executed point-of-sale marketing material overhaul project to modernize our brand and image within the food industry.

➤ Key Account Executive (*July 2007 – September 2008*)

- Responsible for developing, growing, and maintaining revenue for key accounts including:
 - Broadline food service distributor account equating to annual gross revenue of over \$6 million dollars in annual sales beginning from zero pounds/dollars.
 - Managed and worked with broker partners to service and maintain volume while developing new business growth opportunities.
 - Supported distribution house sales efforts by working alongside territory sales representatives to educate customers on product category, introduce innovative product ideas, and support sales initiatives through marketing and sales promotions.
 - Large international food service/industrial account (Canadian) equating to gross annual revenue of \$5 million dollars.

➤ Industrial Accounts Inside Sales Representative (*Feb. 2006 – July 2007*)

- Responsible for all aspects of inside sales and customer service for portfolio of 100+ accounts in industrial sales segment. Includes but not limited to:
 - Order entry and follow through of entire order process from receipt of purchase order to delivery of product to customer.
 - Set up of new accounts to ensure seamless business transactions.
 - Addressed customer product inquiries and concerns.
 - Worked with Production and Quality Teams to ensure products are produced that meet and exceed customer expectations.
 - Assisted Sales Manager with new business and product development projects.
 - Maintained accurate pricing whether long-term or market-based (order-to-order).
 - Worked with customers and logistics team to analyze and maximize freight efficiencies to ensure on-time deliveries at the most financially viable rates possible.

Atlanta Area Council, Boy Scouts of America

March 2004 – Feb. 2006

➤ District Executive

- Responsible for the management of a Scouting district within the Atlanta Area Council including fundraising, recruiting Scouts and adult Scouting volunteers, and maintaining leadership roles in Council activities. Achievements include:
 - Exceeded financial goal for 2004 & 2005 annual finance campaigns with an overall net to Council of \$175,825 (105% of combined \$168,000 goal).
 - Managed several budgets with revenue exceeding expenses by a minimum average of 20%.
 - Positive year-over-year growth in membership registration, participation in District and Council events, and units (Cub Scout Packs, Boy Scout Troops, Venturing Crews) in 2004 and 2005.

Drew Chrisohon

1191 Cobblestone Lane ♦ Bogart, GA 30622 ♦ (770) 307-7202 ♦ dchrisohon@hotmail.com

- Identified, recruited, trained, and managed 650 adult leadership positions to deliver the Scouting program and assist in district initiatives to include finance and membership growth.
- Professional Advisor to Atlanta Area Council Venturing Program.

ConAgra/Pilgrim's Pride Poultry

Feb. 2003 – March 2004

➤ Production Supervisor

- Worked as a first and second shift production supervisor directly supervising 45-60 employees.
- Responsible for the processing, packaging, and shipping of quality poultry products for a variety of domestic and international food service and distribution companies.
- Supervisory experience in wing and tender harvest operations, front half debone operations, and pack out.

➤ Management Trainee

- Worked in and trained with the management of every department of a fully functional poultry complex including but not limited to Hatchery & Feed Mill, Live Operations, Evisceration & Deboning, Human Resources, Accounting, Supply, and Shipping & Receiving.

Education

- University of Georgia, 2000 - 2002
 - Bachelor of Science in Agriculture, Major: Poultry Science
- Young Harris College, 1998 - 2000