

I am looking for a sales role with a CPG Food and Beverage company. I believe that my energy, analytic skills, organizational abilities, and creativity in tackling problems will make a positive contribution. I am equally comfortable working independently to meet company goals, as well as collaboratively as part of a team. I have always been able to establish and maintain excellent relationships with clients and coworkers at all levels.

I have a well-rounded background in Sales, Broker Management, and Category Management while working cross functionally with Marketing, Finance, Commercial Trade Planning, Customer Marketing, and Supply Chain. Have dealt with multiple channels of trade (Food, Drug, Mass, Natural, and Convenience), retailers (Walmart, HEB, Hy-Vee, Save A Lot, Meijer, Target, and Safeway), wholesalers (C&S, AWG) and distributors (Kehe, UNFI). Sold Branded and Private Label items in both the Warehouse Direct and DSD models.

Here are a few highlights on how I can impact the business:

- Profitable Annual Planning and Strategic Business Plan Development
- Solution Based Selling
- Trade Spend Management
- Clearing Deductions
- Forecast Accuracy
- Customer Satisfaction
- New Item Sell In
- Supply Chain Solutions

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