

Dwight Trunnell

Madison, MS 39110 | 601-214-2711 | dwighttrunnell92@gmail.com |

<https://www.linkedin.com/in/dwight-trunnell-sr-18908a111/>

BUSINESS MANAGEMENT LEADER & ENTREPRENEUR

Enthusiastic, energetic, dedicated, and safety Sales Manager. Possess excellent planning, organizational and strong presentation skills. Ability to motivate, inspire and lead a team successfully. Goal-oriented and ability to handle multiple tasks. Enthusiastic, confidence with good sense of responsibilities. Ability to work under pressure.

AREAS OF EXPERTISE

Business Management & Development
Consultative & Solution Selling
New Business Development
Revenue & Profit Maximization

Contract Negotiation & Closing
Strategic & Tactical Planning
Talent Development & Retention
Cost Control & Analysis

B2B, Distribution, & Channel Sales
Upselling & Cross-Selling
Team Building & Leadership
Strategic & Tactical Planning

TECHNICAL PROFICIENCIES

Extensive knowledge of Internet Information Services Familiar with Microsoft Word, Excel, PowerPoint, Spreadsheet and the Internet. Supply Chain Management, inventory control, inbound/outbound logistics, order tracking, as well as, customer service.

PROFESSIONAL EXPERIENCE

Owner & Operations Manager

2018 - Present

Trunnell Towing Service – Ridgeland, MS

Managed day to day operations of a busy towing service. Hired, Managed and trained employees with full employee retention. Negotiated contracts with roadside services. Generated new business leads through direct customer engagement, deploying inbound and outbound marketing tactics, developing and optimizing informative content. Implemented appropriate safety procedures for transporting vehicles.

District Sales Leader

2010 - 2018

Nestle USA — Irondale, AL

Lead productivity initiatives within district. Prepare and conduct business reviews and account calls with key accounts, Scope included day-to-day sales, budget management, sales operations, logistics, operational management, inventory, scheduling, training, DOT compliance, HR responsibilities, Inbound and Outbound Warehouse and performance management/people development for 12-18 employees.

- Exceeded revenue growth targets of \$12M in sales driving consistent revenue growth for approximately.
- Achieved monthly new account and revenue quotas by successfully prospecting and generating leads.
- Built and solidified strong working relationships with all key customers in district.
- Led strong safety culture by utilizing Company safety initiatives to minimize injury, work time loss and productivity loss.
- Accurately forecasted, managed budgets and made data driven action plans.

- Developed and implemented the appropriate sales programs and tools designed to grow account base and increase revenue with existing customers.
- Prioritize projects, data and communication going to frontline.
- Effectively led team through company initiatives using change management.
- Use Predictive staffing to plan and volume forecasts to execute labor needs.
- Built and executed appropriate development plans for all employees including bench strength.
- Conduct scheduled interactions with employees to drive sales and capability including Work With, One with Ones and District Meetings.
- Managed team performance to build team strength and achieve targets.
- Provided all necessary sales support and training related to automated ordering system, sales reports, sell sheets, P.O.S., and other sales related materials.
- Maintained DOT documents, (Electronic Logs) as well as fleet maintenance.
- Work knowledge of Federal Motor Carrier Safety Regulations.

Retail Sales Manager,
Kraft Foods — Pelham, Alabama

2007-2010

Dwight Trunnell | 601-214-2711 | Page 2

Led a team of 12 Sales Representatives in the Birmingham AL and surrounding areas. Managed P&L and income statements. Led account payables for 3 locations (3PL). Responsibilities include inventory control, truck maintenance, DOT inspections, HR and Operations Management duties.

- Increased profits and revenues 20% by coaching and developing Sales Representatives.
- Developed a comprehensive business plan for the district in a way that actualize the overall objective of the Region sales mission.
- Managed and directed all DSD sales activities to include Food Service, and Convenience Stores.
- Called on key accounts (Wal-Mart, Publix, Winn Dixie, Kroger, Walgreens, Rite Aid and University of Alabama etc.).
- Introduced new products, including California Pizza, Microwavable Pizza, Thin Crest Digiorno Pizza, Garlic Bread Pizza, Organic Pizza, Harvest Wheat Pizza, and Ice Cream etc.
- Led sales team to exceed every sales goal for 3 consecutive years.
- Additional responsibilities include safety, customer service, posting of all State and Federal documents, quality, productivity and cost reduction.
- Implemented Lean Operation improvement journey through training, goal setting, and hands on coaching resulting in lower costs.

Regional Sales Coordinator,
Kraft Foods — Gluckstadt, MS

2005

- Achieved a 1.9% market share implementing sales management team resulting in overall increase in brand awareness and revenue growth.
- Called on key accounts (Wal-Mart, Winn Dixie, Kroger, Walgreens, and Rite Aid etc.).
- Introduced new products, including California Pizza, Microwavable Pizza, Thin Crest Digiorno Pizza, Garlic Bread Pizza, Organic Pizza, and Harvest Wheat Pizza etc.
- Double digit growth for the last two years.
- Peak Performer Awards in 1998/1999/2000/2004.

Additional Relevant Experience

Sales Representative,
Kraft Foods — Gluckstadt, MS

Sales Supervisor, Foodservice Sales
Dean Foods — Jackson, MS

EDUCATION AND TRAINING

Master of Science: Business Management, **Belhaven University** — Jackson, MS, United States

Bachelor of Science: Business Management, **Belhaven University** — Jackson, MS, United States

ACTIVITIES AND HONORS

Certification Course: Training on Corporate Business Principles, Nutrition, and Environmental Sustainability | Nestle
Corporate Business Principles