**GREG MCCONNELL**

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**SALES PROFESSIONAL**

***Increasing profitability and market share by expanding distribution channels and developing key account programming***

Innovative and revenue-driven sales and operations professional with extensive experience driving sales growth and increasing market share through the expansion of distribution channels and development of key account programming. Successful history of launching new products and establishing market share and exposure within new product categories. Strong record of success in presentation development, fact-based selling techniques, and strategic planning. Adept at building and maintaining exceptional client relationships, identifying client needs and upselling when possible to further meet those needs. Highly effective cross-functional team leader, motivating performance and delivering above-quota results.

***Core Competencies***

Relationship Management • Key Account Programming • Distribution Channel Expansion • New Product Launches • Operational Excellence & Efficiency • Fact-Based Selling • Strategic Partnerships • Strategic Planning • Team Leadership

***Technology: Manhattan, SAP, Jennifer P2V, Vocollect, WMS, YMS, Teletrac, Infor, Reddwerks, EDI, Insight, Kronos, ADP, PeopleFluent, Red-Prairie, MAS 90, MAS 200, PRISM, MapPoint, Microsoft Office, Global Edge, Sharepoint, MLS, Nielsen***

***Professional Experience***

2008 to Present **• PLATINUM REALTY & INVESTMENTS**

**Realtor**

Leverage strong client relationships and an advanced knowledge of the MLS real estate system to list and sell residential real estate. Conduct thorough client interviews to learn about their needs and wants in a property. Generate lists of perspective sales based upon needs and financial resources. Promote listed properties through various forms of advertising, open houses, and participation in multiple listing services. Accompany buyers on showings, highlighting relevant aspects of the home and advising on the suitability and value of each property. Act as liaison between buyers and sellers during contract negotiations. Coordinate closings.

* *100% closing rate.*

2016 to 2018 **• 3 WIRE GROUP, INC.**

**Service Manager**

Led a team of over 50 employees in the management of a food service branch. Oversaw field service technicians and inbound and outbound functions, managing productivity, accuracy, and efficiency. Generated sales leads via cold calling and marketing to prospective customers, as well as upselling to existing customers. Handled customer service complaints and managed vendor relationships.

* *Achieved an increase in sales revenue attributable to consistent cold calling and marketing.*
* *Provided regular communication and trainings with associates that resulted in a reduction in the billing backlog from $45,000 down to $5,000.*
* *Achieved a 5% gain over the previous year for overall field service technician efficiency through the use of Global Edge functionality to improve technician dispatching.*

2015 to 2016 **• CVS HEALTH**

**Operations Manager**

Managed operations of the outbound department at a 1M square foot distribution center. Oversaw shipping, sortation, and pick to pallet, monitoring processes and implementing process improvements to increase productivity and increase accuracy and efficiency. Collaborated with Human Resources to resolve all employee issues and to meet with union business agents to resolve any union-related issues.

* *Improved sortation recirculation rates and results of assume receipt pallet audits by providing regular trainings to team members and facilitating better communication.*
* *Improved delivery completeness by 5% through the implementation of daily loading expectations for all shipping associates.*

2014 to 2015 **• PETSMART, INC.**

**Operations Manager**

Led a team of over 100 employees, overseeing operations of the inbound and outbound department at a 1M square foot distribution center. Oversaw receiving and replenishment, implementing process improvements to drive employee accountability and therefore increase efficiency and accuracy. Built and maintained strong business and vendor relationships.

* *Improved on standard productivity and TEFF%.*
* *Increased fill rate to 99% with a 5% scratch by making adjustments to the waving process.*

2013 to 2014 **• HD SUPPLY FACILITIES MAINTENANCE** **• Assistant Manager**

2012 to 2013 **• GM SPECIALTIES** **• Co-Owner**

2000 to 2012 **• ENERGIZED DISTRIBUTION, LLC**

2005 to 2012 **• Operations Manager**

Led all operations of 500,000 square foot distribution centers, overseeing the operations team of over 50 employee and managing the fleet and inventory. Collaborated with warehouse clubs, superstores, and retail outlets to ensure accurate and timely delivery of product to support sales volume. Implemented process improvements and reporting to drive efficiencies and increase employee accountability. Set milestones and KPIs for team members, conducting all necessary training and receiving regular progress reports via meetings with team members.

* *Implemented RTV process improvements that led to 80% gains in damages.*
* *Initiated new transportation routing process, reducing driver downtime and creating 25% gains on in on time deliveries.*

2000 to 2005 **• Area Sales Manager**

Led the development of key retail account programming, including presentation development and execution planning for clients in the grocery, drug, and mass merchandising channels of business. Established and maintained strong client relationships. Utilized fact-based selling techniques to drive sales volume and consistently exceed target profits. Managed profit and loss, expanded distribution channels, and increased market share through leadership of a cross-functional sales team of over 20 employees.

* *Produced sales revenues exceeding $10M.*
* *Increased sales by 10% in 2000, 8%* in 2001, and 12% in 2002.

**ENERGIZED DISTRIBUTION LLC, MISSION BEVERAGE, PEPSI-COLA CO.**

**Sales Representative**

Developed and maintained exceptional client relationships. Managed package mix while minimizing out of stock conditions, consistently achieving sales goals and continuously growing percent increase in sales.

* *Gained 80% market share for Energized Distribution in the energy drink category, increasing sales volume by 20% over 3 years.*
* *Launched Red Bull Energy Drink in Los Angeles, gaining new customer base in both on and off premise accounts and establishing market share and exposure within a new beverage category.*

***Education & Professional Development***

**CALIFORNIA STATE UNIVERSITY, FULLERTON • Bachelor of Arts – Business Administration**

*“Greg was able to quickly learn the new systems employed by 3Wire to manage the business and implement efficiencies. Greg was well liked by his team and worked with them to improve morale while at the same time increasing their individual productivity.”*

– Tom McPeters, General Manager, 3Wire LLC

*“I have had the priviledge to work with Greg for over 15 years. He has a big picture view of business strategies while understanding that it is necessary to pay attention to data and details. Furthermore, Greg is a consummate professional and excellent business leader. While Greg’s recent work history is in Operations, he has an excellent background in Sales. ”*

– Joe Johnson, Supply Chain & Manufacturer Relations