**Donovan Sienko**

12886 Flamingo St. NW Minneapolis, MN 55448

dmsienko@msn.com - (612) 247-9975

**Sales, Marketing and Operations experience.**

Exceptional achievements in leading people, building teams, developing strategies, and planning effective program implementations throughout career. Willing to relocate anywhere

**Work Experience**

**Realtor**

*Minnesota Home Venture 2012 to Present.*

**Agency Owner**

*Farmers Insurance and Financial Services* – 2018-2019 All Insurance and Financial Services offered.

**Operations Manager**

*Reinhart Foods* September 2015 to 2016

Manage staff of 6 supervisors/leads and 67 workers. $550,000,000.00 in sales.

**General Sales Manager**

*Viking Beverage* August 2014 to February 2015

Managed Coors distributor covering St. Cloud, Wilmar, and Hutchinson. Subsidiary of Viking Coke. Responsible for supervising warehouse, forecasting, sales and delivery personnel. annual business planning, new brand acquisitions, and retail execution.

**Founder/President/CEO**

*High Five Beverages Sales and Marketing MN*2010 to 2014

Founded company, and directed sales and brand development through distributors in three state area, MN WI and ND. Sold company to Iron Horse Brewery.

**Market Manager, MN, ND and WI**

*Mike's Hard Lemonade* 2007 to 2010

Directed sales planning and development, national product launches, national marketing plans, communication, and meeting design.

• When hired in July of 2007, all 5 distributors in Minnesota territory were down at least -8.9% to as low as -20.1%. This year they are at least plus 4.5% and as high as +22.2% YTD.
• Largest distributor + 47.8% in July 2008.

**Restaurant Owner 2004-2007,** would rather forget this ever happened, but learned a lot!

**National Chain Accounts Manager / Regional Sales Manager**

*Leinenkugel and Miller Brewing Co*1995 to 2004

Managed 22 accounts, national on-premise chains, Applebee's and Buffalo Wild Wings, supermarkets, Cub and Roundy's, and convenience stores, Speedway / SA and Holiday.
• Achieved positive sales increase in all chains.
• Created innovative national programs for Applebee's and Buffalo Wild Wings.
Began as State Sales and Marketing Manager for Leinenkugel's and promoted to several Sales / Sales Management positions with Miller, the last as National Chain Accounts Sales Manager
• Launched dozens of Leinenkugel and Miller brands.

**Sales / Brand Manager / Special Events Coordinator / General Sales Manager**

*Wirtz Beverage, now Breakthru Beverage* Saint Paul, MN1984 to 1995

• Began as Sales Rep in 1984 and held several titles including Sales Supervisor, Brand Manager, Merchandising Manager, Special Events Coordinator, Forecasting, and POS/Warehouse Manager.

**Education**

Masters in Organizational Leadership

Bethel University -

Arden Hills, MN Graduated 2001

Bachelors of Science in Business Administration

LaSalle University Graduated 1998