PHONE (713) 498-1836 – stevemclanejr@gmail.com

STEVE McLANE

**OBJECTIVE**

A corporate management position in an aggressive organization that values innovative solutions to further the success and profitability of the business and its clients.

**SUMMARY OF QUALIFICATIONS**

Sales management professional that is highly self-motivated, organized, and analytical with the ability to adjust and adapt to everyday changing environments. My experience in distributor management, sales management, marketing, finance, operations, and key accounts, have been a great foundation for an opportunity to continue my development at a higher level

**Experience**

**Republic National Distributing Company March 2024 – Current**

***Central Regional Director Spirits*** *– Central Region*

* Developed and managed 700+ Suppliers across 6 states, reporting to Scott Lammert for Central Region
* Managed Elm/Redwood/Sequoia Relationships, portfolio management, and net revenue management
* Contributed in weekly meekly meetings since launch with other RD,s and Regional Presidents to enhance scope and responsibilities of newly created BU structure for Elm/Redwood/Sequoia.

**Republic National Distributing Company March 2023 – March 2024**

***Vice President of Sales****: Retail Wine Chain Division – Texas*

* Developed and managed 25+ CAMs in all retail wine chain channels
* Outpaced market down trend in 2023 within retail wine chain channel
* First state chain leader to coordinate Regional/NASA SOP strategy after 11/27/23 NASA restructure

**Republic National Distributing Company**  **July 2021 - March 2023**

***Vice President of Sales****: Artisan Spirits Division – Texas*

* Developed & Managed 200+ Suppliers for in Artisan division.
* Achieved +127% growth in spirits revenue since inception of Division
* Achieved +160% growth in spirits Gross Profit since inception of Division
* Develop with supplier partners annual/monthly business plans with regards to organization requirements, distribution, volume, investments, and key performance indicators
* Successfully launch and develop market plans for new brands and packages

**Republic National Distributing Company**

***Finance / Portfolio Manager****: Artisan Spirits Division – Texas*  **July 2017-June 2021**

* Developed & managed 200+ Suppliers for Finance & Portfolio Departments for Artisan division
* Generated GP% growth of +2.26%, resulting in additional Gross Profit Dollars of $637,895 exclusive of sales increase
* Lead New Supplier Review Committee for ELT; implemented SOP for state – Have onboarded/launched 134+ suppliers to date in TX
* Developed and led Supplier CULL process for Texas

**Republic National Distributing Company**

***State Director of Finance****: Supplier Development Division - Texas*  **July 2015-2017**

* Manage direct report team; business work flows; standard of operations; reports; technology solutions; and appropriate record keeping for compliance reasons
* Lead New Supplier Review Committee for ELT; implemented SOP for state
* Assists leadership on setting and achieving goals and budgets in partnership with sales line management and leadership.
* Regularly analyzes profitability and viability of programs; identifies opportunities with brands, categories, inventory, etc.
* Responsible for the management and productivity of the team/department functions including the supplier accounts receivable; conduct gross profit analysis; fund analysis; data quality; costing; federal compliance; and supply chain management

**Republic National Distributing Company**

***Director of Marketing****: Spirit Division - Texas* **2007-2015**

* Supervisor for 6 State Spirits Marketing Managers for Texas, encompassing entire spirits portfolio
* Lead New Supplier Review Committee for ELT; implemented SOP for state
* Managed 150+ spirits suppliers and $900 million in gross distributor sales
* Led quarterly state spirit financials on gross profit analysis w/executive state leadership
* Ensure company strategies, standards, and key account programs are executed in market
* Grow sales and distribution in the following channels(Off Premise): Package

**Republic National Distributing Company**

***Director of Marketing****: Wine Division - Texas* **2006-2007**

* Supervisor for 8 State Wine Marketing Managers for Texas, encompassing entire wine portfolio
* Managed 200+ wine suppliers and over $1 billion in gross distributor sales
* Lead quarterly state wine financials on gross profit analysis w/executive state leadership
* Ensure company strategies, standards, and key account programs are executed in market
* Grow sales and distribution in the following channels(Off Premise): Chain Grocery, Chain C store, Independent Sector, Drug, Liquor, and Non Traditional Business
* Successfully launch and develop market plans for new brands and packages

**Republic National Distributing Company**

***State Marketing Manager:*** *Wine Division - Texas* **2003-2006**

* Managed 30+ supplier partners at a state level in an inventory management and financial growth aspect
* Responsibilities include vendor fiscal goal creation/planning, inventory control and forecasting, revenue and case goals, A/R management, pricing implementation/strategy, supplier relations, market work/survey, and incentive creation
* Forecasted and managed Wine Inventory at a state level within company standards
* Negotiate all pricing, profit margins, price support, and all other financial aspects of supplier relationship
* Collaborate with State Sales VP on trends, risks, and ROI for state programs
* Reconciled State Gross Profit Analysis reports and lead Houston monthly financials

**Republic National Distributing Company 2000-2003**

***Local Marketing Manager****: Wine Division - Houston*

**Republic National Distributing Company 1999-2000**

***District Manager:*** *Wine Division*

**Republic National Distributing Company 1997-1999**

***Sales Rep:*** *Wine Division*

**Education**

**Stephen F. Austin University – Nacogdoches, TX**

**Bachelors of Science, Marketing, 1994**