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|  | Andrew **M Bain**  Business   |  |  | | --- | --- | | **Address**KANSAS CITY, MO, 64114  **Phone**(660) 373-2262  **E-mail**andrew@andrewmbain.com |  | |  |

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Accomplished Sales Manager offering years of experience developing and maximizing sales. Diligent in building and retaining accounts by providing support and attentive service. Expertise in marketing strategies, product promotion and merchandising to achieve market penetration. Successful record of expanding network connections through persuasive brand imaging.

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| **Skills** |

Marketing and advertising

P&L Management

Brand development

Excellent Communication

Client communication

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| **Work History** |

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| 2022 -05 - Current  2021-05 - 2022 -05 | **Logistics Account Executive**  *Total Quality Logistic, Kansas City, MO*   * Liaison between shippers and carriers to secure transportation of goods * Collaborating with shippers, carriers and dispatchers to manage scheduled collections and drop-offs. * Maintaining current knowledge of market trends in transportation marketplace. * Generating leads and attracting new prospects, and developing a sales pipeline.   **Manager/Head Bartender**  *Diddy's Kitchen And Brewery, Kearney, MO*   * Poured and prepared mixed drinks for over 200 customers daily. * Boosted bar profitability, mentoring team members on routine procedures and productivity strategies. * Designed special drink and cocktail offerings on monthly basis as part of seasonal offerings. * Organized bar inventory and storage procedures to keep stock within optimal levels and meet expected customer demands. |

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| 2019-01 - 2020-10 | **Assistant Manager**  *Sherwin-Williams, Kansas City, MO*   * Strengthened merchandising and promotional strategies to drive customer engagement and boost sales. * Developed loyal and highly satisfied customer base through proactive management of team customer service strategies. * Exceeded sales goals and accomplished business objectives by inspiring staff and promoting target products. * Created organization systems for inventory control, merchandising, financial reports and schedules, dramatically increasing operational efficiency. |

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| 2018-04 - 2018-08 | **Sales and Marketing**  *United Farmers Cooperative/WinField, Osceola, IA*   * Marketed Fungicide and Insecticide * Developed/Promoted and Managed New Programs * Built relationships with customers and community to promote long term business growth. |

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| 2017-04 - 2017-08 | **Wheat Harvest Intern**  *Bartlett Grain Co, Eads, CO*   * Graded and Sorted Commodities During Harvest * Maintained and Operated the Elevator and Bins * Secured and Processed Commodity Contracts * Transported and loaded harvested items into delivery trucks. |

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| 2022-05 - Current |  |

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| **Education** |

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| 2014-08 - 2018-12 | Bachelor of Science: Agricultural Business  *Graduate Northwest Missouri State University - Maryville, MO*  GPA: 3.0/4.0 |