

Thomas N. Schultz

Sales Professional

Personal Info

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Skills

Consultative Selling



Building and maintaining customer relationships



Customer service



Sales presentation



Public speaking



Problem resolution



Manage P&L



Experienced sales professional with over 30 years experience in the areas of ownership, management, marketing and sales in the food and beverage industries. Proficient in driving results while providing excellent customer service and building lasting customer relationships.

Work History

2010-10 -

Customer Development Specialist

2019-08

Gordon Food Service, Louisville, KY

- Identifies leads through cold calling, manages prospects and acquires new customers.
- Leverages consultative selling skills to strengthen customer relationships, grow profitable sales, participate in business reviews and negotiations, and develop new business.
- Full understanding of Gordon Food Service portfolio
- Routinely meets or exceeds sales goals.

Achievements in Sales at Gordon Food Service:

- Gold Club Nominee (Individual Award)- 2018.
- Winner Circle (Individual Award)- 2018.
- Brand Award (Individual Award)- 2017.
- Division Team of the Year- 2012, 2016.
- Region of Year- 2012, 2013.
- Sales Team of the Year- 2010, 2012, 2013, 2016.

2007-01 -

Marketing Equipment Manager

2010-04

Pepsi Beverages Company, Merger Of PepsiAmericas, Pepsi Bottling Group And PepsiCo, Louisville, KY

- Develop and implement annual cost effective service plans to support the business strategy (including parts, labor and overtime expenses) - Current annual operating P&L budget of \$7.5MM dollars.
- Secure and maintain service of \$20MM dollars worth of assets/equipment placed in the trade.
- Responsible for management of 63 employees within the 9 Kentuckiana regions.
- Hire and train employees on all facets of their responsibilities, including appropriate safety and regulatory issues (OSHA, EPA)- Personally OSHA Certified.

2003-11 -
2007-01

Key Account Executive

Pepsi Beverages Company, Louisville, KY

- Responsible for achieving sales volume, margin and profit goals for all assigned accounts.
- Implementation of effective marketing and merchandising programs to grow market share for assigned accounts.
- Provide a high level of customer service to those accounts, monitoring the quality of customer service to key accounts at the local level.
- Provide early identification of changing customer and market area requirements, identifying trends, threats and opportunities to assigned key accounts.

2002-05 -
2003-10

On Premise Sales Representative

Pepsi Beverages Company, Louisville, KY

- Responsible for all activities in a specific territory in local, national fountain and cold drink channels.
- Call on existing customers/relationship building.
- Provide merchandising and marketing support.
- Consult on pricing and promotional strategies.
- Develop leads and gain access in new accounts.

1996-10 -
2002-02

Operations Director/Part Owner

Penn Station East Coast Subs

- Acting General Manager for new stores during development phase.
- Responsible for P&L.
- Hire, train and supervise restaurant managers and employees.
- Implement and enforce company policies and standards.
- Customer relations and satisfaction.
- Local store marketing.
- Oversee site selection and construction of new stores.
- Responsible for restaurant and equipment maintenance and repair.

1983-10 -
1996-10

Licensed Funeral Director/Manager

Arch L. Heady & Son Funeral Homes, Louisville, KY

Education

1979-09 -
1984-12

Bachelor of Science: Continuing Studies

Indiana University Southeast - New Albany, Indiana
Varsity Baseball. (Four Years) Various Leadership and Management Seminars and Workshops

Interests

Volunteer at Brooklawn Children Services and St. Joe's Annual Picnic.

Outdoorsman - Enjoy Golfing & Fishing

Member of Sojourn, New Albany Campus