

## **Gary J. Turner**

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Sales and Business Development Executive in Food and Beverage Manufacturing Distribution

Vice President of Sales for 20+ years in Progressive Roles with Multinational Companies \*  
Business Development/Account Management expertise with across multiple channels \* Financial Responsibility to \$500 million \* Strategic thinker with strong communication skills

Sales Strategy and Operations  
Food & Beverage Industry Expertise  
Multi-State Team Management  
Employee Coaching & Development

Account Management  
Financial Planning & Analysis  
National Account Sales  
Profit Development

### **PROFESSIONAL EXPERIENCE:**

#### **Data Mob / Hard Rock Energy Drink/ Enterprise Beverages**

April 2017 - Present

Sales Consultant

Supporting selling efforts in the communications and beverage industries

#### **Coveris Group**

August 2016 - Mar 2017

Vice President of Sales - Beverage, Consumer Goods & Industrial Markets, leading team of 10 National Account Sales Managers

Responsibilities included:

- \$160 million in sales US and Canada
- Renewed Niagara contract for 3 years - worth \$45 million in sales

#### **Integrated Beverage Group**

2015 - 2016

Executive Vice President – Sales, leading team of RVPs and Regional Account Sales Reps

Responsibilities included:

- National Account Sales
- \$10 million in sales with plan to reach \$50 million in 3-5 years
- Actively manage over 40 regional distributors

#### **Aramark Corporation**

2014 - 2015

Vice President of Operations - South Region, Refreshment Division leading team of 6 GM's

Major Accomplishments:

- Grew new sales and profit with double digit growth
- Added over 100 micro-markets
- Led the company in labor improvements with route restructures in all markets
- \$160 million in sales at 15 locations with a total of 500 employees

## **Pepperidge Farm Division of Campbell Soup Co**

**1998 - 2013**

VP Sales, Wal-Mart Operations/Team Lead SuperValu (\$350M sales/year)

2010 - 2013

Customer Vice President, Southwest Region, and Walmart Field Operations

1998 - 2010

Promoted through a series of increasingly responsible business development and management positions based on strong sales growth, team development, financial performance and leadership. Managed up to 37 executive and managerial leaders nationwide

### **Major Accomplishments:**

- #1 Region for 2007-2010 (won or led M. Rudkin Award)
- Achieved all sales and controllable cost budgets
- Won Campbells Founder Award (John T. Dorrance Award) in 2008
- Won four Campbell's Extraordinary Awards
- Grew sales 140% in the Southwest Region
- Doubled sales at HEB stores over three-year period
- Achieved #1 IRI market share in the country for Goldfish in the Houston market, and #3 IRI in San Antonio
- Achieved Gallup scores in the top quartile multiple years
- \$300 million sales Walmart and \$35 million sales Supervalu
- Achieved a 12% favorability in trade spend to AOP

## **Pepsi Cola**

**1982 - 1998**

Business Development Manager, Southern California

1995 - 1998

Market Development Manager, San Diego

1994 - 1995

Market Development Manager, Tennessee, Carolinas

1991 - 1994

Regional Sales Manager, East Tennessee

1990 - 1991

Regional Sales Manager, Melbourne, Florida

1988 - 1990

Key Account Manager North Texas

1986 - 1987

District Manager

1984 - 1986

Sales Representative

1982 - 1984

Rapidly promoted through sales organization based on consistently exceeding goals and expectations while inspiring team and organizational growth and development.

Led team of 21 managers

### **Major Accomplishments:**

- Sales revenue of over \$500 million and profit of over \$100 million
- Hit sales and profit AOP in all positions
- Grew market share 2 to 18 points and drove double digit growth every year
- Developed and rolled out deal creation to determine profit by account, promotion, and package (ROI/Lift needed)

### **PROFESSIONAL DEVELOPMENT:**

Pricing Architecture

Business Reviews (customer/internal)

Deal Creation

Strategical AOP Planning

Profit and Loss Management

Joint Business Planning

ROI/Financial Models

Walmart 101 Training

EDUCATION:

BBA in Marketing, Texas Tech University, 1982