

ANDREW W. PETERS

SALES CONSULTANT

Seasoned Professional with seven years experience working as a Distribution Representative serving over 85 accounts. Responsible for \$2.7 million in sales this year. Strong sales skills with the ability to organize and prioritize goals. Introduce new products and carry on promotions to sell, increase distribution, and improve category sales. Team with managers to support business objectives for developing brand strategies. Demonstrate leadership skills with the ability to implement goals, train others, solve problems, and exceed limits. Knowledge of over 120 products. Willing to travel.

ACCOMPLISHMENTS

- Increased sales by 10 % on a yearly basis
- Create original effective inexpensive events that increase sales.

AWARDS

- *Salesman of the Month*, for Several months
On Premise - Chesapeake Division
- *Barton Beers Best Award*
- *Number One - On Premise-Chesapeake Division*, (O-N-D),
- *Red Star Award*, entire East Coast

PROFESSIONAL EXPERIENCE

1998 - Present

NATIONAL DISTRIBUTION COMPANY, Washington, DC Distribution Representative

- Sell wine and spirits to 85 B2B & national accounts. Key accounts located at bars and restaurants in the Washington metropolitan area.
- Assist in developing account plans as well as managing volume, administrative, expense and promotional budgets. Train new employees. Enter, fill, and process orders entering data into software program via laptop. Experience assisting with category management with knowledge of management principles.

Other Work

- 15 years experience in the beverage business working part-time during high school and college in bars and restaurants as a bartender.

TRAINING

- D.E. Jones, Results oriented selling
- National Distribution Company, In House Training Seminars
- Alcoholic Specific, Beverage Sales Training
- Co-Brand, Wine Academy
- Gallo 12 – Steps Sales

EDUCATION

Catholic University of America. B.A. General Studies, 1997