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**SUMMARY**

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**Proven Vice President: DSD Sales, Operations, Marketing, P&L, Budgets, Lean Six Sigma Process, Team Management**

Self-directed and driven executive with a comprehensive background leading P&L management, business development, key account merchandising, relationships and cross-functional teams to achieve goals and ensure success. Known as an innovative thinker with strong strategic planning, supply chain, bottling operations, logistics and cost reduction acumen. Demonstrated success developing and seamlessly executing plans in a complex, global food and beverage corporation. Recognized for maximizing performance by implementing appropriate strategies through analysis of details to gain understanding of the competitive position, emerging issues, trends and relationships. Highly organized, creative problem solver who excels at guiding teams through complex projects by identifying goals and advising on implications. Expertise includes developing and managing multimillion dollar budgets, new business unit startups and advising C-level executives.

- Direct Store Delivery DSD Sales
- Go-To-Market Implementation
- Sales Management, Category Insight
- Customer Relationship Management
- Vendor Relationships
- Warehouse Operations
- Beverage Category Management
- Distribution, Distributor Channels
- Direct Store Delivery DSD
- Employee Hiring, Training
- Logistics Technology
- Capital Projects, Cost Reduction
- Carbonated, Non-Carb Beverages
- Key Account, Vendor Management
- Safety, OSHA, DOT Regulations
- Budgeting, Inventory Control
- Contracts, Negotiations, Unions
- Leadership Development

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**PROFESSIONAL EXPERIENCE**

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**Coca Cola Company, St. Louis, MO**  
**Vice President, Field Operations**

**2015 – 2018**

- Achieved second highest rating in the company for performance and profit growth in 2016.
- Improved operational efficiency in labor, inventory waste, and distribution that yielded \$400,000 savings.
- Identify and engage with key customers and operational leaders at the market unit and regional levels.
- Provide leadership and guidance to the distribution and warehouse operations of the organization.
- Deliver organizational vision, strategy, procedures and workflow process.
- Translate company business strategy into operational plans with quantifiable metrics and scorecards.
- Ensure regulatory agency compliance at the distribution centers.
- Oversaw all aspects of supply chain initiatives as board member of the regional product supply group.
- Establish, ensure and enhance customer relations.
- Coach, motivate and develop employee talent.
- Led execution of The Coca-Cola Company's 21st Century Beverage Partnership Model which transferred ownership to an independent bottler called Heartland Coca Cola.
- Received numerous accolades for outstanding leadership from senior leaders during startup of a new business unit.
- Led trips to Washington, DC to provide a unified voice on legislative and regulatory matters within the beverage industry.
- Recognized board member of the Missouri Beverage Association and the Coca Cola Company's Regional Product Supply Board.
- Led a Lean Six Sigma project that resulted in \$230,000 of inventory saving.
- Implemented numerous safety controls that led to a 20% injury reduction in 2 years.

**PepsiCo, St. Louis, MO**  
**Senior Manager, Sales Operations, 2013 - 2015**

**2005 – 2015**

- Led 11 managers and 200 union and non-union front-line employees.
- Managed \$165M in annual sales that achieved 2014 plan and controlled a \$21M expense budget.
- Oversaw store merchandising, logistics, distribution and customer service.

- Implemented operational changes leading to a 2% sales growth and 5% profit growth in 2013.
- Led complex go to market changes that exceeded sales growth, maintained excellent customer service and cost controls while executing a successful reclassification of 60 employees.
- Selected 16 candidates to participate in PepsiCorp, an International Leadership Development Program.
- Set plans and redesigned the safety team, enabling a 10% increase in the PepsiCo Performance to Plan Safety Audit Score.
- Facilitated a conference in Washington, DC on behalf of PepsiCo with 35 Fortune 500 companies.
- Communicated international leadership development experience in India to bring market volunteerism to life.

#### **Senior Manager, Key Account Sales, Frito Lay, Joplin, MO, 2011 – 2013**

- Activated local and national marketing promotions to increase revenue, profit and brand equity.
- Maximized new product placement and category management by utilizing data and fact-based selling.
- Develop strategic account plans in order to create sales proposals yielding profitable account development and growth.
- Managed key customer relationships by negotiating customer agreements that deliver against annual operating plans.
- Maximized sales volume and revenue in key accounts through utilization of fact-based selling methods.
- Selected by CEO Indra Nooyi to attend an international leadership development program in India.
- Gained business challenge insights and leverage for meeting societal challenges and positive community impact.
- Awarded PepsiCo's highest honor by earning 2011 Harvey Russell Diversity and Inclusion Award.

#### **Manager, Zone Operations, Frito Lay, Springfield, MO, 2005 - 2011**

- Oversee cost, quality, service and staff for 43 distribution centers.
- Managed multiple teams which included two managers, six supervisors, 60 warehouse employees and 12 OTR Drivers.
- Developed and executed plans to meet annual and quarterly service targets and objectives.
- Collaborated with sales, merchandising, operation teams and bottling sites to improve the DSD supply chain.
- Completed numerous Lean Six Sigma projects that resulted in annual savings of \$440K.
- Led cost center, P&L management and day-to-day warehouse operations.
- Motivated team members to achieve plan goals and resolve operational issues.
- Administered company policies and practices.
- Participated on the Continuous Improvement Steering Committee.
- Awarded 2009 Midwest South Region Team of the Year and Zone Operations Manager of the Year.
- Awarded 2009 Visible Leadership Award for Manager Quality.
- Received 2008-2009 Award for #1 Financial Forecast Accuracy Award.
- Achieved 2007 Award of Excellence for Outstanding Community Partnership.
- Earned 2006 Visible Leadership Award for Outstanding Change Leadership.

#### **Sam's Club, St. Louis, MO**

**2001 – 2005**

##### **Business Manager**

- Promoted three times in four years. Led the opening of the largest Sam's Club located in Reno, Nevada.
- Managed all aspects of retail operations including, accounting, front end cashiers, meat, bakery, inventory and merchandising.

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## **EDUCATION**

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Certified Lean Six Sigma Kaizen Leader and Continuous Improvement Master Trainer.

**MBA**, Master of Business Administration, Lindenwood University, 2005

**BS**, Bachelor of Science, Finance and Banking, University of Missouri, 2001