

Gardner C. Winstead

Objective My objective is to become associated with a company that will enable me to utilize the skills developed in the classroom and on the job, build new and existing relationships, expand my knowledge through new work experiences, and to open channels for advancement.

Experience September 2016 – Present Pembroke Construction Company/Interlock Paving Systems
Sales and Marketing Manager

- Planning, organizing, directing, coordinating, and controlling the activities of those Interlock and Pembroke employees
- Sales production and shipping of Pembroke StoneMart products and Interlock pavers
- Conduct both inside and outside sales of Interlock and Pembroke StoneMart products
- Call on potential customers, architects, engineers, and others who may wish to purchase or spec Interlock and/or StoneMart products
- Work with sister company with respect to samples, preparation and delivery with potential leads for future products
- Basic sales and marketing duties- advertising, etc...

February 2016 – September 2016 Coastal Virginia Magazine/Vista Graphics

Account Executive

- Selling advertising space for the restaurant, real estate & home and garden industry
- Manage existing accounts to promote renewals of advertising space
- Cold call and prospecting for new business
- Organization and confirming deadlines with production and artist
- Meet and exceed monthly sales goals

November 2015 – February 2016 Advantage Sales and Marketing Chesapeake, VA

Retail Sales Merchandiser (position taken for temporary employment during career search)

- Check distribution and location of products represented by ASM
- Territory, space and inventory management
- Presentation of promotions, advertising to managers
- Build relationships with key decision makers to achieve ASM goals

November 2014 – August 2015 BASYS Processing Norfolk, VA

Regional Director of Business Development – Southern Bank & Trust (position eliminated)

- Merchant Processing acquisitions per referrals by Southern Bank
- Customer service management and visits for existing business merchants
- Business development by means of research and COI's
- Contract negotiation
- Successfully achieve monthly goals and expectations

August 2007 – January 2014 MilliCare By EBC Carpet Services Chesapeake, VA

Regional Manager (company restructure-position relocated)

- Manage regional office and employees.
- Cold call potential clients for new commercial business (proposals, contracts, specials)
- Manage relationships and maintain existing commercial accounts, proposals, contracts
- Forecast sales activity for upcoming quarters.

- Increase sales an average of 5% over the past two years.
- Recording record sales for Virginia Beach franchise for year end 2009.
- Increased sales 7.5% in 2009 – one of only 8 franchises in the country to receive an award

October 1987-June 2007 Midstate Mills, Inc. Chesapeake, VA
Sales Representative/Account Manager (company downsizing-went broker)

- Manage Farm Fresh and Camilia corporate accounts.
- Responsible for corporate account receivables and account payables.
- Increased sales and distribution in the Hampton Roads area.
- Initiate cold call sales with independent accounts.
- Responsible for retail sale in Farm Fresh, Inc., Ukrops, Be-Lo, Harris Teeter, Walmart, Kroger and Food Lion stores.
- Experienced in setting of new and existing retail stores.

December 1985 – October 1987 Nash Finch, Inc. Rocky Mount, NC
Assistant Manager

- Managing of employees.
- Opening and Closing duties.
- Ordering of inventory.

Education 1982 – 1985 Atlantic Christian College (Barton College) Wilson, NC
 B.S., Business Administration with emphasis in marketing and management.
 1981 – 1982 East Carolina University Greenville, NC
 1978 – 1981 Rocky Mount Senior High School Rocky Mount, NC

Interests Golf, Boating, Yard Work, Cooking, Ruritan Club Member, IFMA Chapter President

Tips I am punctual, dependable, cooperative, and possess good organizational and relationship building skills. I work well with others and function well in a fast pace, changing working environment.

Summary of Qualifications As a Business Administration major, I completed all the marketing courses available in the curriculum at Atlantic Christian. The marketing courses included principles of marketing, retailing, advertising, and salesmanship. I also elected to take my college electives from the business curriculum, which included courses in accounting, economics, and management. I completed 75 semester hours of study from the business curriculum.