

# Debbie Allison

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## Objective

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*Supply Chain Executive making a difference in the foodservice industry in strategic sourcing through demonstrated world class relationship building and processes improvements that result in efficiency in cost of goods, strong vendor relationships, stable supply, coaching and mentoring of procurement professionals and building superior teams while delivering positive year after year strategic impacts and personal fulfillment.*

## Profile

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Results driven, people oriented, experienced and well-rounded leader with twenty years of successful growth in Supply Chain and over ten years in sales and marketing leadership positions. A tenured expert on the full 360° range of restaurant management.

Strategic procurement leader with talent for managing spends in excess of \$1B while growing and developing successful teams that have brought in millions of dollars in bottom line savings and have developed fine-tuned Supply Chain processes for sustained world class success.

Flexible, versatile, always poised, and competent with demonstrated ability to build relationships, understand the needs of people and easily transcend cultural differences. Dynamic team leader that sets an example and thrives as an agent of change.

## Skills Summary

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|---------------------------------------|-----------------------------|-----------------------------------|
| ◆ Strategic Sourcing                  | ◆ Team Leadership           | ◆ Sales Driver                    |
| ◆ Distribution Expert                 | ◆ People Coach and Mentor   | ◆ Sustainability Champion         |
| ◆ Cross functional Project Management | ◆ Savvy Contract Negotiator | ◆ Distribution Excellence         |
| ◆ Skilled Communicator                | ◆ Beverage Professional     | ◆ Integration of New Acquisitions |
| ◆ Financial Expertise                 | ◆ Proteins & Produce        | ◆ Technological Prowess           |
| ◆ Process Orientation                 | ◆ Commodities Expertise     | ◆ Culinary Training               |
|                                       | ◆ Embraces Diversity        |                                   |

## Professional Experience

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### SENIOR VICE PRESIDENT OF GLOBAL SUPPLY CHAIN – FOODFIRST GLOBAL RESTAURANTS, ORLANDO, FL (2018- CURRENT)

- ◆ Leading the Supply Chain team including: Distribution, total company food and non-food Procurement & Beverage Program Management while saving over \$4M in Cost of Goods.
- ◆ Cross-functional leadership and project management with direct responsibility for two Directors.
- ◆ Re-worked \$60M food distribution program through strategic sourcing of new distribution partner, cross-functionally leading the integration into the fabric of the company and seamless supply chain transition.
- ◆ Developed, deployed, and trained new wine and spirits menus for two national brands.

### VICE PRESIDENT OF SUPPLY CHAIN- EARL ENTERPRISES, ORLANDO, FL (2016- 2018)

- ◆ Lead the Supply Chain team including food procurement/distribution, total beverage program development/procurement, equipment/smallwares procurement/distribution, and culinary operations/deployment.
- ◆ Managed \$100 Million in spend per year across three large brands and over 130 restaurants.
- ◆ Mentored team of 6 Buyers and Culinary Deployment specialists who delivered over \$7 Million in cost savings.
- ◆ Integrated distribution model for acquisition of new company brand.
- ◆ Developed meaningful partnerships with distributors, beverage suppliers & importers, pasta supplier, produce growers and distributors, bakeries, and numerous others.
- ◆ Outsourced produce management process and purchasing contract management systems.
- ◆ Key contributor in the development of supply chain, building and launch of a new quick service concept.
- ◆ Developed Gate Process cross-functionally for menu ideation and deployment.

### PURCHASING DIRECTOR – TONY ROMAS, ORLANDO, FL (4 MO IN 2016)

- ◆ Led the Food and Beverage Supply Chain Team.

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## PURCHASING DIRECTOR – RED LOBSTER, ORLANDO, FL (2014-2015)

- ◆ Led the Beverage and Produce procurement teams.
  - Implemented new produce management process to cut cost by \$2 Million annually and provided food safety and traceability.
  - Revamped the Wine List and negotiated \$2 Million in funding with suppliers.
  - Developed and implemented the Lobster Punch LTO cocktail which grew sales by \$2 Million in 6 weeks.

## PURCHASING DIRECTOR – DARDEN RESTAURANTS, ORLANDO, FL (2000 - 2014)

- SPECIALTY RESTAURANT GROUP (4 YRS)
- FOOD PROCUREMENT (8 YRS)
- ALCOHOLIC & NON-ALCOHOLIC BEVERAGE (6 YRS)
- CAPITAL EQUIPMENT PURCHASING (2 YRS)

Led teams to contribute to the profitability and growth of Darden Restaurants through the strategic and innovative procurement of a vast array of products from all over the globe totaling \$1B.

- ◆ Grew leveraged direct partnership relationships with current and prospective suppliers that enhanced the growth potential of both Darden Restaurants and the supplier.
- ◆ Contract Management of all sizes including \$25MM Coke Contract and \$30MM Ecolab contracts directly.
- ◆ Managed and leveraged the expertise of the beverage suppliers in new RFP bid processes that are fair and competitive.
- ◆ Expert in the three-tiered alcoholic beverage industry with a wide array of business partnerships that were expertly leveraged to improve beverage cost of goods, consolidation of brands, maximized marketing funding and leveraged programs across all Darden Brands.
- ◆ Partner to Culinary and Operations in food and beverage strategy, menu development and by utilizing in-depth deployment leadership to roll out new menus and promotions in a fast-paced marketing driven gate process.
- ◆ Proven Team Leader for the cross functional Integration Process of two new Darden brands.
- ◆ Led cross functional task forces that develop and implement best practices and labor reductions across the enterprise, saving millions in labor and product cost.
- ◆ Systematically provided opportunities to minority businesses and grow minority supplier base to 12% of whole.
- ◆ Led enterprise wide Sustainability Task Force initiatives in Disposables Packaging and Cleaning Chemicals

## NATIONAL ACCOUNTS DIRECTOR- BLODGETT/PITCO, BURLINGTON, VT (1998 TO 2000)

- ◆ Managed National Chain Restaurant Accounts, responsible for \$25M in sales and led a team of 30 external representative organizations for Blodgett/Maytag, then the top foodservice equipment manufacturer:

## NATIONAL SALES MANAGER – DELFIELD, MT. PLEASANT, MI (1983-1998)

- ◆ Managed internal and external sales force of the Delfield Company, an international custom restaurant fabrication and refrigeration manufacturer:
  - Generated sales growth year after year by dramatically exceeding industry average growth by double.
  - Created new partnership with national leader in coffee business resulting in \$4-6MM in new sales.
  - Key contributor to overhauling \$66MM product line of refrigeration by participating in a cross functional engineering, sales, and marketing team research project.
  - Collaborated with external rep team to develop new business with leading broad line suppliers.
  - Developed corporate partnerships with industry buying groups.

## WELLSITE GEOLOGIST - CORE LABORATORIES– DALLAS, TX (1981- 1983)

### EDUCATION

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#### **CENTRAL MICHIGAN UNIVERSITY**

Master of Business Administration, Marketing, May 1991

#### **CENTRAL MICHIGAN UNIVERSITY**

Bachelor of Science, Geology, May 1981

#### Additional Training & Affiliations:

Continuing Education at Rollins College and AMA in Business Management  
Certified Foodservice Professional – Nat'l Assoc. of Food Equip Manufacturers  
Level 1 – Court of Master Sommeliers  
Fully Certified Professional Ski Instructor  
Volunteer Second Harvest of Orlando

Culinary Certifications at CIA  
WSET Wine Educator  
Darden Brilliance Award  
Women's Foodservice Forum