

MARK GILBERT

3903 Rive Lane, Addison, TX 75001 | (214) 240-1408 | markdgilbert2020@gmail.com

PROFILE

Dynamic beverage sales professional with proven track record working within On-Premise National Accounts and Off-Premise chains selling both wine, spirits and mixers. Experience ranges from managing multimillion-dollar accounts to those on a bootstrap budget. Skills include:

Planning/budgeting
Sponsorships
Excel

Power Point
Datassentials
Microstrategy

Distributor Management
Sales Team Management
Pricing

CAREER ACCOMPLISHMENTS

TRINCHERO FAMILY ESTATES

Dallas, Texas

National Accounts Manager – On Premise

Feb. 2014 – May 2020

- Managed 80 national and regional restaurant, theater and hotel chains in 10 states
- Secured new business in Chili's, Topgolf, Club Corp, Cinemark, and On the Border
- Maintained budget goals for menu/conference support and T&E
- Met and exceeded sales goals annually for wine, spirits, and mixers

AREL GROUP WINE & SPIRITS

Dallas, Texas

Texas State Manager-On and Off Premise

2010- 2014

- Increased sales from 9,000 cases to 35,000 cases in 18 months
- Gained new chain authorizations in Costco, HEB, Safeway, and Albertsons
- Doubled On-Premise business from 500 cases per year to over 1,000
- Propelled Texas into the #1 US market position for Candoni

REPUBLIC NATIONAL DISTRIBUTING COMPANY

Dallas, Texas

Retail Chain Account Manager (2006-2010)

1994-2010

- Led headquarter calls on Central Market and Whole Foods for the state of Texas; increased sales by \$2.5 million over 3 years
- Gained brand authorizations for new items; sold containers and other display programs
- Conducted store level sales calls in Dallas, Ft. Worth, Houston, Austin, and San Antonio

Division Manager, On-Premise (1999-2006)

- Tracked sales versus goals by supplier/brand
- Managed five supervisors and 30 sales reps
- Responsible for monthly financial review of division performance
- Coordinated allocations by account for Silver Oak, Caymus and Duckhorn

Sales Representative, On-Premise (1994-1999)

- Recognized as salesman of the year in 1999
- Routinely met and exceeded sales goals

EDUCATION

University of Florida, Bachelor of Science in Business Administration, 1990

Certifications: Master Sommelier Program, Level 1; Certified Specialist of Wine; Certified Specialist of Spirits

References available upon request.