JAMES CARTER

Senior Food Wholesaler

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Professional summary

Results-oriented food wholesaler with experience managing supply chains and client accounts in the Midwest. Skilled in inventory control, logistics coordination, and relationship management to ensure timely delivery and maximize sales.

Experience

Senior Food Wholesaler   2019 - Now

Midwest Food Distributors, Chicago, IL

- Manage a portfolio of 50+ grocery stores and restaurants, developing tailored sales strategies that result in a 20% increase in sales volume within two years.
- Coordinate inventory levels and delivery schedules closely with logistics teams to reduce spoilage rates by 15%, improving overall product turnover.
- Negotiate multi-year contracts with food producers and distributors, securing competitive pricing and improving profit margins for key product lines.
- Train and supervise a team of 4 junior sales associates, leading to enhanced departmental productivity and more consistent achievement of sales targets.

Food Sales Representative   2016 - 2019

Freshway Foods, Chicago, IL

- Cultivated strong client relationships across grocery chains and restaurants, expanding the customer base by 30% through targeted outreach and service excellence.
- Utilized CRM tools effectively to monitor sales progress, client communications, and follow-up schedules, ensuring high client retention.
- Collaborated with warehouse and logistics departments to optimize delivery schedules, reducing delays and improving customer satisfaction.
- Conducted detailed market research to identify emerging product trends and customer preferences, informing purchasing decisions and marketing efforts.

Education

Certified Supply Chain Professional (CSCP) of APICS, 2021

Skills

Inventory management
Expert

Supply chain logistics
Expert

CRM software (Salesforce)
Expert

Negotiation and sales
Expert

Order processing
Expert

Vendor relations
Expert

Market trend analysis
Expert

Food safety compliance
Expert

Pricing strategy
Expert

Team leadership
Expert