

DAVID M. DUGGAN
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OBJECTIVE

To significantly contribute to a company's strategic goals and success by leveraging my expertise in management, sales, merchandising, pricing and distribution.

PROFESSIONAL EXPERIENCE

J&J Family of Farms

Loxahatchee, FL

Midwest Sales (October 2018- June 2019)

Responsibilities include:

- Managed Mexico deal through McAllen, TX.
- Worked with in/out facility in McAllen for Mexican Pepper and Cucumber deal.
- Work closely with growers in Mexico on planning and long term and short-term forecast.
- Responsible for 400,000 cases Peppers and Cucumbers from November 2018 through June 2019.
- Worked closely with our in-house trucking company to arrange and track freight.
- Responsible for allocation of product to customer.

Brightfarms Inc

Rochelle, IL and Irvington, NY

Key Account Manager (February 2017- July 2018)

Responsibilities include:

- Manage Roundy's/Mariano's account for greenhouse grown lettuce and basil program, (Hydroponic, GMO and Pesticide Free)
- Work closely with the Roundy's team in Milwaukee and the Mariano's stores in the Chicago area.
- Work with greenhouse team on mapping of the ponds to maximize revenue for the greenhouse.
- Worked with Roundy's/Mariano's team on volume forecast, ad pricing and quarterly reviews.
- Handled recall in October 2017 to ensure consumer safety.
- Managed DSD orders for Mariano's and DC orders for Wisconsin.
- Merchandised stores in Wisconsin and Chicago area.

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Robinson Fresh
Woodridge, IL

Senior Sales Executive (October 2105 - February 2017)

Responsibilities include:

- Develop Organic Produce Program from Woodridge location.
- Sell Organic Produce to Midwest customer (Roundy's, Caito Foods, Central Grocers, Heartland Produce, Gordon Food Service, Treasure Island Foods)
- Work with CH Robinson offices in Georgia, Arizona and California to increase Organic sales for the company.
- Worked with local Organic growers to develop program (Wisconsin Food Hub)
- Developed Organic Produce Program from Woodridge location.

Albert's Organics
Chicago, IL

Regional Business Development Manager- Mass Market (March 2012 - October 2015)

Responsibilities include:

- Handle all business development in mass market channel for 3 of 7 Albert's Divisions (Jewel, Roundy's, AWG, Central Grocers, Treasure Island)
- Opened the Chicago market for Albert's, increased sales in Chicago from \$100K in 2011 to \$10M in calendar 2014.
- Worked on mass market team that increased sales from \$34M in 2011 to \$62M in calendar 2014.
- Worked on projects with our parent company - UNFI.
- Helped implement an FOB program from our Vernon, CA facility.

Goodness Greeness
Chicago, Illinois

Account Executive/Purchasing (March 2010 - February 2012)

Responsibilities included:

- Organic produce sales (customers include Woodman's, Sunset Foods, Treasure Island, Tony's Foods, Sendik's Markets.)
- Increased sales at Woodman's from \$3.5M in 2010 to \$5.2M in 2011.
- Top sales person at GG in 2011 with \$8.2M in sales.
- Purchasing of all dairy and non-produce items for Goodness Greeness.
- Purchasing of imported organic produce items.

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Pepsi Americas

Aurora, Illinois

Account Executive - Education/3PO (January 2007- February 2010)

On- Premise Sales Rep (January 2005- January 2007)

Responsibilities included:

- Develop new business in the restaurant, amusement/recreation and school channels.
- Work closely with customers to ensure maximum account penetration.
- Assist customers in Marketing & Special Events.
- Run and analyze reports to ensure maximum sales.
- Work with schools on RFP's and contracts.

Coca-Cola Enterprises, Inc.

St. Charles, Illinois

Business Development Manager (February 2003- January 2005)

Responsibilities included:

- Develop new business in the education & recreation fields
- Write and enforce contracts with schools & park districts.
- Train category managers to ensure account penetration.
- Assist customers in marketing & special events.
- Run and analyze reports to ensure maximum sales.

Duggan International LLC.

Aurora, Illinois

Owner (January 2001 - February 2003)

Responsibilities Included:

- Complete startup of produce brokerage company.
- Solely responsible for day to day operations.
- Develop comprehensive strategic marketing plan.
- Responsible for all sales & purchasing.
- Assist customers in sales ads & marketing plans
- Worked closely with distributors and grocery chains (large and small).
- Set-up all inbound and outbound freight, both by air and via truck.

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J.L. Honigberg & Associates

(Now operating as Sun-Belle Inc.)

Chicago, Illinois

General Manager (September 1998 - October 2000)

Sales & Purchasing (March 1995 - August 1998)

Responsibilities Included:

- Imported specialty produce from around the world and selling products to major grocery chains, wholesalers, food service distributors, restaurants & country clubs.
- Personally responsible for 75% of company sales.
- Monitored international market trends on a daily basis to maximize profitability.
- Established daily prices for all products.
- Prepared seasonal projections to solidify supplier commitments.
- Developed new business (customers/products).
- Designed customized ad programs for major grocery chains (Albertson's, Safeway, Meijer, Roundy's, Fleming).
- Directed warehouse operations and distribution logistics.
- Increase sales volume from \$8M to \$26M from 1995 to 2000.

Education: Eastern Illinois University, Political Science 1983-1987
Dale Carnegie Sales Course 1993