

BRIAN SANDERS

Mobile Phone: (863) 234-8278Address

E-mail:sanderssalesllc@gmail.com1377 Main St, Palmdale, FL 33944

Palmdale, Florida 33944

SUMMARY

Sales management professional with excellent interpersonal skills and prior experience in east coast territory. Extensive network of contacts in agriculture and food industry. Led development of agriculture projects for various investment groups. Created agriculture plans and projects for farmers and land owners.

Work Experience

- **Agricultural consultant east coast 4/2016 to present**

Consultant for growers on the East Coast helping them with there day to day farming operations on Various crops.

Handle all harvesting for the growers.

Set up sourcing for the growers on all inputs as far as Fertilizer's and chemicals.

Business development for growers and selected produce companies. Develop new chain businesses ad other areas to sell customers products all over US.

- **East Coast Operations Manager | Dulcinea Farms – LaBelle, FL04/2015 to 04/2016**

Managed and maintained all agriculture programs for east coast projects

Inspect equipment to ensure proper functioning

Monitor employees and activities including irrigation, chemical application, harvesting, grading to ensure adherence to safety regulations and standards

Sales of fruit to retail customers throughout East coast

Interpersonal skills to identify and meet the needs of clients utilizing available resources

- **Eastern Regional Manager | TimCo Worldwide / C. H. Robinson – Davis, CA02/2012 to 03/2014**

Manager of all east coast employees for the agriculture division

Developed a new customer base for a numbers of accounts

Managed the day-to-day tactical and long-term strategic activities within the business

Perform payroll functions; Maintained timekeeping information, processing and submitted payroll

Analyze soil to determine types or quantities of fertilizer required for maximum crop production

Sales of fruit and vegetables to retail chains all over the east coast

Inspect farm or ranch equipment to ensure proper functioning

Analyze market conditions to determine acreage allocations

- **Sales Rep/Grower Relations Manager | Ayco Farms 01/2008 to 01/2012**

Analyze soil to determine types or quantities of fertilizer required for maximum crop production.

Interpersonal skills to resolve customer complaints regarding sales and service

Sales of fruit and vegetables to retail chains

Determine price schedules and discount rates for merchandise

- **Outside Sales Representative | Ditch Witch & AG Equipment – Leesburg, FL** 01/2004 to 01/2008
Maintain assigned account bases while developing new accounts and customers
Draw up contracts for advertising work, and collect payments due
Interpersonal skills to resolve customer complaints regarding sales and service
- **Leathers Melon** 04/2001 to 01/2004
Sales of watermelons to vendors on east coast
- **Sales Representative | MG Ford Produce – Labelle, FL** 04/1999 to 09/2001
Sales of watermelon to broker and retail chain stores
Maintain all freight accounts for the company

EDUCATION

- LaBelle High School | LaBelle, FL 01/1999
High School Diploma

ASSOCIATIONS

- Member of Produce marketing Association
- Member of the South East Fruit and Vegetable Association