

Andrew S. Brennan

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EXPERIENCE

2015 – 2018

Nat Sherman – New York, NY. An 88-year-old tobacco tradition.

Midwest Regional Sales Manager (02/2015 – 2/2018)

- Delivered 152% sales growth in first year; 12% increase year 2; 11% increase year 3
- Retailer distribution up 124% in first year
- Assisted in territory realignment & new hire training
- Represented company at various multivendor large scale national events

2012 – 2014

La Palina - Washington, DC. A leading boutique premium cigar brand.

Director of Sales (10/2012 – 10/2014)

- Streamlined territory representation for 169% growth in Q1 2014 revenues over Q1 2013
- Grew sales 165% in first 12 months as Director of Sales
- Increased retail distribution by 137% in first 12 months as Director of Sales
- Optimized a team of 9 independent representatives to sell more in my 1st full year with La Palina than company's previous three years combined
- Introduced one of company's most successful cigars, selling out an initial limited production in 2 days and later developing the blend into a full production line
- Responsible for the development of the company's brand through retail shops nationally and within the consumer's mind, both at events and through social media

2008 – 2012

La Flor Dominicana - Coral Gables, FL

A leading worldwide premium cigar manufacturer and distribution company.

Vice President of Sales (11/2009 – 10/2012), Regional Sales Manager (4/2008 – 11/2009)

- Increased company's gross revenues 15% & 10% in 1st and 2nd full years, respectively, as VP
- Generated 17% in total sales growth at time of departure, 2 weeks before completion of 3rd full year as VP
- Delivered the three highest sales grossing IPCPR trade shows in company history
- Grew national business 15% in first quarter as VP, by increasing rep accountability
- Responsible for hiring and training 8 person sales staff to best practices
- Decreased overhead costs by reconfiguring sales territories, while maintaining growth
- Oversaw most successful product launch in company history, selling 3500+ boxes in 6 weeks
- As Regional Sales Manager, Accountable for the overall sales volume and profitability throughout Minnesota, Wisconsin, Illinois, St. Louis, Michigan, Indiana, Ohio, and Kentucky
- Expanded retail outlets over 30% within first year by establishing profitable relationships
- Grew sales by 17% in first 12 months as a Regional Manager
- Accelerated revenues by 35% my 2nd year as Regional Manager before being promoted to VP

2007 – 2008

Accuity - Skokie, IL

The leading provider of data and software to assist in risk mitigation across multiple industries.

Sales Operations Analyst (7/2007 – 4/2008)

- Responsible for the development, analysis, and ongoing distribution of weekly and monthly sales reporting for various levels of management
- Assisted sales staff with time management skills to maximize selling time and increase pipeline management abilities for forecasting purposes
- Accountable for extracting data from Business Objects for analytical analysis

2003 – 2007

Rewards Network - Chicago, IL

The nation's leading provider of loyalty and rewards programs to the restaurant industry.

Sales Rep (6/2006 – 1/2007), Sales Ops Manager (11/2004 – 6/2006), Sales Coordinator (9/2003 – 11/2004)

- Grew book of business by 70% from 42 accounts to 71 accounts in 6 months
- Increased book of business' monthly revenue by 144%, from an average of \$45,000 a month to an average of \$110,000 within 6 months
- Awarded MVP of nation wide sales training class by 25 of my peers

Education

1998 – 2002

University of Illinois - Champaign, IL

Bachelors Degree in Political Science/Pre-Law, May 2002