

MEGAN EAGAN

MEGAN.EAGAN@GMAIL.COM · (561) 866-8990 · 506 MIDLAND BOULEVARD, ROYAL OAK, MICHIGAN 48073

OBJECTIVE

Add value to a technology company utilizing my skills as a Web Developer, degree in Finance and experience in Sales Management.

EXPERIENCE

Brown-Forman, Michigan - State Manager

JUNE 2014 - PRESENT

- Manage the P&L for Michigan by analyzing and executing on market opportunities, managing a \$1 million dollar sales and marketing budget, working with our distributor to achieve sales goals and managing a team to execute events and promotions.
- Responsible for projecting sales and forecasting inventory fluctuations.
- Advise on pricing strategy to maintain brand pricing direction as well as achieve Gross Profit and Net Sales goals.
- Navigate the complex alcohol sales and marketing regulations for Brown-Forman in Michigan.

Breakthru Beverage, Southeast Florida- Area Manager

SEPTEMBER 2013 - MAY 2014

- Supervised 4 Field Sales Managers and 17 Sales Representatives who serviced independents, clubs and chains.
- Managed \$51.4 million territory for Brown-Forman and Bacardi with 583 off-premise accounts.

Breakthru Beverage, Fort Lauderdale, Florida - Field Sales Manager

JULY 2012 - AUGUST 2013

- Managed \$14.8 million territory with 160 off-premise accounts and 5 sales representatives.
- Achieved 5 out of 5 Quarterly Objectives in Quarter 3 2012, Quarter 4 2012 and Quarter 1 2013.

Breakthru Beverage, West Palm Beach, Florida - Sales Representative

SEPTEMBER 2011 - JUNE 2012

- Managed \$2.5 million territory with 33 off-premise accounts.
- Achieved 1st place for Quarterly Objectives for Quarter 4, 2011 and Quarter 1, 2012.

Breakthru Beverage, Boca Raton, Florida - Sales Representative

AUGUST 2010 - AUGUST 2011

- Managed \$2.8 million territory with 120 on-premise accounts.
- Allocated time and resources to achieve Bacardi, Brown-Forman and William Grant holiday goals.

EDUCATION

University of Kentucky, Lexington, Kentucky - B.B.A. Finance; French Minor

- G.P.A. 3.6; Magna Cum Laude.
- Studied abroad in Paris, France at the Cours de Civilisation de la Sorbonne.