

JEREMY GONTERMAN



CONTACT

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🔗 [LinkedIn Profile](#)

EDUCATION

Bachelor of Music

Missouri Western State University
2014-2019

Master of Business Administration

University of Missouri
2022 - Present

SOFT SKILLS

- Critical Thinking
- Innovative
- Communication

HARD SKILLS

- Leadership
- Project Management
- Customer Relationships

SC CR MERCHANDISING SUPERVISOR

WORK EXPERIENCE

Pepsi Beverages Company | Olathe, KS / St. Joseph, MO

March 2024-Current	Independent Account Manager
December 2021-March 2024	SC CR Merchandising Supervisor
February 2020–November 2021	Presell Representative
May 2019–February 2020	Bulk Customer Representative

- Managed 130+ frontline merchandising employees in the Kansas City market, effectively controlling the labor budget 3.17MM favorable to plan.
- During this time I hired, coached, and promoted diversity and inclusion to build a better organization and retail execution.
- Created the training program for incoming Merchandisers and Sales Reps.
- Was the first Sales Rep to complete CDAs 2 years in a row.
- Met upgrade target, by upgrading 20% of my accounts.
- Oversaw a 16% volume and 13.7% revenue growth vs PY (2020) of my PSR route by identifying and generating sales through executing promotions, maintaining displays, and placing equipment.

Mix Drop LLC | St. Joseph, MO

January 2016-May 2019	Owner
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- I solely owned and operated Mix Drop LLC.
- Mixed and Mastered over 400 projects, including singles, EPs, albums.
- Client book of 200+, including artists such as Cupcaked, Bocky Balboa, Nico Steele, Rosie's Thorns & more.

MUSIC EXPERIENCE

- Instrumentalist / Performance – 18 years
- Music Theory – 9 years
- MAASJE – Lead Trumpet – 2 years
- KCKASJB – Lead Trumpet – 2 years
- MWSU Jazz Ensemble Lead Trumpet – 3 years
- MWSU Marching Band Section Leader – 1 year