

Gilbert Colon

Business Development Lead - Coca Cola

Yonkers, NY 10701

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(914) 564-3809

#readytowork

Willing to relocate: Anywhere

Work Experience

Warehouse Supervisor

Liberty Coca-Cola Beverages - Elmsford, NY

October 2013 to April 2020

Manager Staff of 50 Union Warehouse employees

Maintain and manage time to build pallets of product and loaded on trucks

Dealt with Logistics and Routing each truck and where to load.

Maintaining in and outgoing deliveries and keeping dock time to under 30 minutes

Provide feedback for warehouse workers on daily activities,

Was Safety Champion to keep team working in a safe environment

Liberty Coca Cola: District Sales Supervisor Site Location: Bronx/Maspeth NY

Responsibilities:

Manager Staff of 25 + Merchandisers

Maintain and manage weekly, monthly & quarterly goals

Dealt with Scheduling and Payroll for staff

Create Training Modules for New Merchandisers and New DSS at both Branches

Route Ride with merch as well as account managers, provide coaching and feedback when needed.

Coca Cola: Business Develop Lead Site Location: New Windsor NY

Responsibilities:

Signing up customer to join Coca Cola

Set Prospecting, Cold Calls & Face to face visits

Maintain and manage weekly, monthly & quarterly goals

Go to leader for my team and other teams

Coca Cola: Market Develop Manager/ Account Manager Site Location: Elmsford NY

Responsibilities:

Manage multiple accounts on a daily basis

Lead team and other departments in multiple training capabilities

Help Customers with decision making to help increase sales

Sell in new products

Help train team with programs we use on a daily basis

Team Leader/Account Modification

Sprint - Elmsford, NY

2006 to 2013

Responsibilities:

Manage random groups of 20 employees and assign work
Process daily emails for approvals and rejections
Handle numerous tasks at one time efficiently and effectively
Deal with escalations of highest importance.
Run daily/monthly/yearly productivity and budget reports
Assist Supervisors and reps with various solutions to applying credits and help resolve a solution for customer when plans have been changed
Talk on the phone and dealing with various customer service issues.
Inform customers of sprint products policies and procedures

Education

Graphic and Web Design

Skidmore College - White Plains, NY
2002

Bachelor of Arts in Communications / Specialization

Iona College - New Rochelle, NY
1997

Skills

- Cold Calling
- Lead Generation
- B2B
- Business Development
- Sales Management
- Salesforce
- Negotiation
- Recruiting
- CRM Software
- Management
- Account Management
- Warehouse Management
- Warehouse Supervisor Experience
- Logistics
- Outside Sales
- Process Improvement
- SAP
- Marketing
- Branding
- Inside Sales
- Supply Chain
- Shipping & Receiving