

STEPHANIE B. ARNOLD

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SKILLS

- A to Z... new item set up to store-level delivery
- Tracking shipments with internal channels
- Work closely with Buyers, Suppliers, Sales Force, Drivers, Operations Inventory Control and Price Management
- Follow up – Pushing for execution from reps
- Learning pricing side with DP's and DA's
- Microsoft Office Suite

EXPERIENCE

JANUARY 2012 - PRESENT

CHAIN ACCOUNT EXECUTIVE, SOUTHERN GLAZER'S WINE AND SPIRITS

Managing 11 chains for programing, inventory and pricing
Dealing directly with regional chain buyers, suppliers, store level buyers and sales reps
Positive Sales Growth Overall every year from 2012 - 2017

MARCH 2005 - DECEMBER 2011

ON-PREMISE FIELD SALES, SOUTHERN WINE AND SPIRITS

On-premise sales – gaining wine list distribution, hosting wine dinners

AUGUST 2004 – FEBRUARY 2005

OFF-PREMISE FIELD SALES, SOUTHERN WINE AND SPIRITS

Off-premise sales – Street-level retail sales, chains: Bi-Lo, Food Lion, Wal-Mart, Kroger

CERTIFICATIONS, ACCOLADES AND TRAINING

- Industry Certifications: CSW - Certified Specialist of Wine (2014) WSET Level II (2012)
- Key Account Manager of the Year 2017
- Wine Sales Rep of the Year 2008
- Sales rep of the month: seven times from 2007 – 2010
- Internal testing for SGWS and different supplier's education programs – ongoing online training

EDUCATION

BACHELORS 3.82 GPA UNIVERSITY OF SOUTH CAROLINA, COASTAL 1993

Art Director/Asst. Editor/Editor of the College Art Literary Magazine for three years

Main focus: Graphic Design