

Andrew Quarm

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Sales Management Executive

Accomplished Leader with over two decades of experience in offering high-level leadership and strategic direction across highstakes environments, from naval operations to executive management in the distribution industry. Proven talents in strategic planning and sales operations, while fostering cultures of continuous improvement and accountability. Excel in showcasing leadership ability as well as team management and interpersonal skills to build, empower, and train high-performance teams to optimize competencies.

- Bring a track record of spearheading large-scale teams and portfolios to ensure cohesive execution of company strategies.
- Known for demonstrating a commitment to driving business growth, operational efficiency, and a keen focus on meeting and exceeding sales as well as profit objectives.
- Possess a strong communication skill set that is both calm and relatable, with a history of facilitating exceptional teamwork, collaboration, and employee engagement across the organization.

Areas of Expertise

- Cross-Functional Team Leadership
- Continuous Process Improvement
- Portfolio Management
- Strategic Sales Planning & Execution
- Stakeholder Relationship Management
- Market Trends Analysis
- Business & Revenue Growth
- Staff Development & Coaching
- Finance Management & Analytics

Professional Experience

Republic National Distributing Company, Littleton, CO
Executive Vice President

2019 — Present

Foster a culture of high performance and accountability within the organization. Maintain a strong focus on strategic planning and financial acumen to drive business growth and operational efficiency.

- Delivered leadership to a high-performance team of ~530 associates across sales and operations.
- Drove full ownership and accountability for one of Republic National Distributing Company's largest markets in the U.S.
- Owned end-to-end oversight of sales and operations, including consistent management of a portfolio ranging from \$350M to \$550M over a five-year span.

Vice President of Sales, Spirits & Beer

2017 — 2019

Enhanced organizational processes to bolster execution and accountability across the company. Forged and maintained enduring relationships with key suppliers to establish a strong market presence. Showcased a commitment to personal development and training to assume greater responsibilities within the industry.

- Attained and surpassed sales targets through strategic leadership and implementation of innovative sales strategies.
- Drove process improvements that significantly elevated team execution and accountability.
- Solidified market position by cultivating and sustaining strategic partnerships with major suppliers.
- Administered sales operations with annual revenues of \$310M+, while offering direction to a robust team of 150 associates.

Vice President of Marketing

2011 — 2017

Championed a skilled team, comprising eleven portfolio managers, two business analysts, and three pricing administrators. Developed and rolled out innovative marketing strategies to maximize brand presence and market share. Streamlined internal processes to improve efficiency and cost-effectiveness within the marketing department. Maintained a keen focus on market trends to adjust campaigns and initiatives.

- Played an integral role in leading marketing campaigns that significantly contributed to company's substantial revenue growth.
- Implemented process improvements that enhanced operational efficiency within the marketing division.
- Enabled portfolio managers and analysts to excel in their roles and achieve business objectives by steering companywide succession planning efforts.
- Oversaw comprehensive marketing functions across multiple markets, aimed at enhancing profitability linked to over \$500M in revenue from a diverse portfolio of beverage products.

Oversaw the strategic pricing and promotional activities for a diverse range of spirit suppliers and wine portfolios. Directed four district sales managers to foster an environment of growth and professional development.

- Led and empowered a team of 33 sales professionals, ensuring optimal performance and sales targets were consistently met within Maryland's largest selling division.
- Achieved significant sales growth by implementing sales strategies and building strong relationships with key clients.
- Streamlined operations by coordinating cross-functional team efforts, resulting in enhanced efficiency and productivity.
- Developed and executed training programs that increased team expertise and improved sales performance.
- Drove availability and timely delivery of products to clients by maintaining rigorous control over inventory levels. • Cultivated a team-oriented culture that emphasized continuous improvement and customer satisfaction.

Steered operations of a team of seven sales representatives to enable achievement of sales targets and professional development within the Chesapeake Division. Oversaw the management of division samples, marketing materials, and support documentation to facilitate effective brand programming. Conducted comprehensive training sessions for district managers on key software tools and sales strategies, encouraging a culture of continuous learning and improvement.

- Led the division in setting and surpassing monthly volume and distribution goals.
- Achieved highest Tier One attainment percentage among district managers by showcasing leadership and goal attainment skills. • Trained one new District Manager and two sales representatives, contributing to the expansion and competency of the team.
- Spearheaded creation and analysis of Microstrategy reports, providing critical insights into distribution activities and incentive performance to relevant teams and stakeholders.
- Partnered with 25 suppliers to create and implement promotion strategies, pricing, and incentive programs that elevated brand performance and market penetration.

Additional Experience

Field Sales Manager / District Manager, National Distributing Company, Jessup, MD

Sales Representative, National Distributing Company, Jessup, MD

Project Manager, Chesapeake Biological Laboratories, Baltimore, MD

Professional Development Instructor, U.S. Naval Academy

Commissioned Officer, United States Navy (Lieutenant final rank)

Missile Officer, USS PHILIPPINE SEA (CG-58)

Main Propulsion Assistant, USS FAHRION (FFG-22)

Education

Bachelor of Science, Mechanical Engineering – United States Naval Academy, Annapolis, MD

Technical Proficiencies

Microsoft Platforms, Microstrategy, GoSpotCheck, Alpha, Basware

Community Leadership

Castle View High School Boosters Executive Board Member (Treasurer), 2024 – Present

Colorado Restaurant Association Executive Board Member (Treasurer), 2022 – Present