DAN R. DOLGNER

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##### EMPLOYMENT HISTORY / CAREER ACCOMPLISHMENTS

## ADVANTAGE SOLUTIONS / ADVANTAGE WAYPOINT *remote* Irvine, CA

## Segment Director, Convenience Foodservice 2018-2023

## *Developed and lead the convenience foodservice division for the largest sales and marketing agency in the food industry. Reporting to EVP, lead the direction, client portfolio, client sales strategy and selling directives for key manufacturers to C-store operators as well as convenience and foodservice distributors. Heavily engaged in menu development, product and program creation and product procurement to expand and drive convenience foodservice sales.*

## *Created ASM’s convenience foodservice platform, adding 22 national clients and creating hybrid sales teams focused on traditional channel, as well as broadline and commissary*

* *Working collaboratively, developed McLane’s current hot foods program from concept to execution*

## GREENCORE USA / HEARTHSIDE FOOD SOLUTIONS Downers Grove, IL

## Director, National Sales – North America 2015 – 2018

## *Prospect, manage and develop business relationships within the emerging trend of prepared foods-to-go for the pre-eminent manufacturer in the segment. Responsibilities and partnerships include retail leaders in C-store, grocery, non-commercial foodservice and drug channels; distribution titans in foodservice, C-store, and vending as well as co-manufacturing for brand-leading CPG innovators. Effectuate conception, production and packaging development through collaboration on menu creation, product innovation and stage-gate commercialization of a wide range of manufactured and assembled foods-to-go.*

## *Secured and launched $22M annual multi-SKU, all daypart PL food program with Pilot-Flying J*

* *Prospected and developed a $70+M annual fresh foods program with Compass Group*
* *Led the development of fresh foods strategic sales and supply relationship with Sysco*

## WALGREENS Deerfield, IL

## Director, Global Supply Chain – Direct Store Delivery 2014 – 2015

*Advanced all supply aspects of Walgreens $8B direct store delivery purchases; including agreement negotiation, demand forecasting, order fulfillment, inventory management, logistics operations, receiving practices and vendor relations. Developed and streamlined processes necessary to manage national, regional and local vendor management operations with over 350 thousand weekly deliveries. Served as a highly collaborative member of Merchandising Leadership Team, Store Operations Hub and several project steering committees, as well as both JDA and SAP conversion planning teams. Achieved fiscal balanced scorecard targets for all core objectives in both 2014 and 2015.*

1. *Created DSD optimization structure, developing process enhancements critical to achieve automated receiving, 3-way match, perpetual inventory management and auto-replenishment functions*
2. *Led negotiations for successful renewal of Walgreens $3+B McLane distribution service agreement*
3. *Streamlined, re-organized and successfully re-negotiated Walgreens fresh distribution operations*

## BORDEN DAIRY COMPANY *remote* Dallas, TX

## Director, National Sales 2011 – 2014

## Project Director, Business Rationalization Team

*Directed sales functions and business execution for fluid milk and cultured dairy products to a portfolio of Borden’s largest national accounts within mass, grocery, foodservice, wholesale, drug and convenience channels. Lead business development specialist, effectively prospecting and closing significant new business, expanding points of distribution within assigned accounts, as well as opening new business relationships. Consistently met or outpaced performance objectives and budget expectations.*

1. *Led a cross-functional team, focused on division performance in all aspects of manufacturing, distribution, human resources and sales operations relative to financial and efficiency improvements. Made recommendations and execution plans for plant efficiencies, closures and capital growth initiatives, modeling and measuring all financial effects, improving EBIT substantially. Developed the full project plan and oversaw the closure of 3 manufacturing facilities, including production mergers, transportation re-planning, union negotiations, employee reassignments and inventory planning.*

## *DAN R. DOLGNER* *page 2*

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## CEFCO CONVENIENCE STORES Temple, TX

## Senior Vice President, Marketing 2009 – 2010

## *Reporting to CEO, responsible for all aspects of category management, marketing, merchandising, advertising, procurement and foodservice with full budget and P&L responsibility.*

1. *Created a store re-merchandising plan for all locations, negotiating vendor funding to achieve, developing individual store plans, procuring fixture needs, and contracting labor to complete*
2. *Developed a promotional planning tool and new communication vehicle for operational execution*

## EBY-BROWN COMPANY Ypsilanti, MI

## Region Vice President, Sales 2004 – 2009

## *Managed a team of 40+ with full budget and P&L responsibility on annual sales of $350+ million.*

1. *Prospected and closed new accounts representing over $70 million in new annual sales volume*
2. *Developed and implemented company standard pricing and profitability model to establish quotes*

## FAMILY EXPRESS CORPORATION Valparaiso, IN

## Vice President, Marketing / Corporate Officer 2002 – 2004

1. *Developed and launched a self-distribution model providing daily deliveries of fresh bakery, sandwiches, perishables and milk, expanding fresh offerings and driving customer traffic*
2. *Created a ‘hybrid’ cross-dock grocery distribution model through Eby-Brown, creating product distribution efficiencies while avoiding procurement, inventory and handling expense.*

## CLARK RETAIL ENTERPRISES / WHITE HEN PANTRY Oak Brook, IL

## Director, Category Management, Merchandising and Supply Chain Management 1996 – 2002

1. *Managed in-store sales to 38.5% increase, margin to 29.2% increase and significant GMROI improvement ‘96-’01, despite overall store count reduction of 17%*
2. *Serving as key member of M&A Team, identified purchase synergy and successfully managed the transition and integration of 9 chain acquisitions, totaling 534 stores between 1997-2001*

###### McLANE COMPANY Temple, TX

**National Account Manager 1992 - 1996**

###### PPG INDUSTRIES Charlotte, NC

**New Business Development Manager – Lowe’s Homecenters 1991 - 1992**

###### CORE-MARK INTERNATIONAL Berkeley, IL / S. San Francisco, CA

**National Account Executive, Pricing Manager, Region Marketing Manager, Sales 1988 - 1991**

#### **CDL Delivery Driver, Selector, and Warehouse Laborer Summers 1984 - 1987**

**EDUCATION / CERTIFICATIONS**

**Michigan State University, Bachelor of Arts East Lansing, Michigan**

*Lean Six Sigma Project Champion Certification*

*Serv-Safe Food Safety and Sanitation Certification – Manager Level*

**SYSTEM SKILLS**

*Microsoft – Expertly Proficient in Excel, Word, Power Point, Project Manager, Teams and Outlook*

*Salesforce.com and box.com CRM and collaboration tools - accomplished user*

*Well-versed with SAP, JDA CSO, PDI RMS and NCR Retalix POS systems*

*Broad use of IRI, Nielsen, Mintel, Technomic, Datassential, RSi, Dunnhumby, MSA and proprietary data.*

**AFFILIATIONS**

1. *NACS – Supplier Membership Committee 2011 – 2014; Featured Conference Speaker - 1998*
2. *Michigan Distributors and Vendors Association – Board Member – 2009*
3. *Michigan Petro/Conv. Assoc. - MPA/MACS – Member 2004-2009 Featured Speaker 2008*
4. *Lagrange Highlands District 106 Elected School Board Member (2013 – 2017)*
5. *Sigma Chi National Fraternity Alumni Association – Chapter Advisor; Board Member 1999-2008*
6. *Immanuel Lutheran Church - Congregation Chairman (1996-2001)*