

40 UNDER 40

THE **Griffin Report**
of the Northeast
a Shelby
Publication

The Griffin Report's Top 40 IN THE FOOD SERVICE CATEGORY



oment?

I grew up in a family business working closely with my grandfather Lee Crepeau. The key principle he taught me was "you get what you give", whether it be in work, family, or any other aspect of life. I have kept that philosophy and applied it in my career development and goals. Since joining PFG I have been fortunate to be surrounded by a great leadership team whom have taken the time and interest in my development. When I started in procurement, I worked closely with Michele Pelletier who has a strong financial background. Michele taught me to follow the numbers when making decisions affecting our business. Through her mentoring, I have been able to hone my analytical skills that have proven essential in this business.

What makes your job exciting?

The ability to quantify results from the decisions that I make. Whether it is via sales growth or finding items that bring our customers value, the

process of analyzing a program, implementing it and tracking its progress is very rewarding.

What has been the key factor in your rise to success to date?

Never being complacent. I am always looking for ways to grow our business via new sales opportunities or new vendor relationships, as well as learning new aspects of our business.

What is your outlook for the food service industry?

The outlook is strong for our industry. There are exciting things happening in the food business from new product development, new concept restaurants and the "local" movement that are really taking off. Creativity in food and the consumers' interest in what they eat are all positive indicators.

Advice for upcoming professionals:

Give it your all and decide if you want a job or a career. Always ask questions and seek solutions to making yourself and your company better. 🍷

The Griffin Report Continues Its Annual Editorial Series: 40 Under 40 In The Food Service Category

By Mike Berger

Who are the food service leaders and planners of tomorrow? What are they thinking, and what led to their success?

An offshoot of the popular Griffin Report's Women of Influence feature in February of every year, 40 Under 40, which can be found on pages 39-51, of this issue, identifies upcoming trade leaders of tomorrow.

They may be family members or rising executives whose talents and optimism have led to recognition.

This feature began with the grocery channel in September, continued with convenience stores in October, and now with food service in November. It will conclude with organic-natural, big box, club and drug in December.

Nominations are made through our contacts and our own personal outreach to companies. We don't divulge who made the nomination.

This month, we asked each nominee to offer their thoughts on the future of the food service industry. Many noted healthy foods, locally sourced items and sustainability in their responses.

"Restaurants are in a notoriously difficult business. But the industry also attracts the brightest, most creative, hard-working

and interesting people. In good times and in bad, everybody needs a place to eat and drink."

— Dan Andelman, Phantom Gourmet

"A continued push toward renewable energy sources, recycled or energy efficient products and consolidation throughout the industry to create and obtain these products."

— Tricia Powers Dambrauskaus, B&G Restaurant Supply

"We are in the greatest time of our lives in this industry when it comes to food and beverage, we have so many creative professionals running and operating that we are on an upward momentum. The creativity of this generation of operators, chefs and mixologists is setting a massive example of how to survive through creativity and hospitality."

— Chef Brian Duffy, CBD Solution, Duffified Experience Group

"I think the industry will continue to change as we have more health conscious consumers. A demand for clean labels and local, farm-to-table services will increase, which can be challenging, but at the same time exciting."

— Christopher Fernandes, United Citrus Products



Who are your mentors and how have they assisted you in your career development?

I have been fortunate to work with many mentors at an early age. My greatest mentors and biggest supporters have been my parents, Kevin and Sue Walsh. At a very early age, my parents instilled the importance of hard work, enthusiasm and respect for others. At Rita's, my former boss, Shane Kent coached me as a team member, trusted me with the management of his locations, gave me the opportunity to become a franchisee and has helped me tremendously through each step of advancement.

What makes your job exciting?

Team development, problem solving and introducing guests to our delicious products! I love working with my team on a daily basis as we serve our guests with a delicious line and we become more involved with our local communities. Seeing the growth of the Rita's brand

through domestic and international expansion has been fantastic progress to witness over the past eight years.

What has been the key factor in your rise to success to date?

I believe the key factors of my success to date have been hard work, a positive attitude and a passion for the industry. In addition, I enjoy seeking out additional learning/growth opportunities to advance my career development on a regular basis.

Advice for upcoming professionals:

Seek out new challenges, even if they are out of your comfort zone. Don't be afraid to take calculated risks and to ask questions, lots of questions. Finally, find a product/company that you are passionate about, and the enthusiasm will make your work much more rewarding.

Hobbies:

Snowboarding, running and traveling. 🍷

COREY VOSE

PFG North Center

Title:

Category Manager—
COP, Dairy & Oil

Years with company:

Nine

Education, professional associations, volunteer group affiliations:

BA in Business/Finance, University of Maine Farmington; Chairman of Augusta Planning Board; Chairman of Augusta GOP; Mid Maine Chamber of Commerce Member; Kennebec Leadership Institute Graduate.

Who are your mentors and how have they assisted you in your career development?

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IN THE FOOD SERVICE CATEGORY

**you in your career development?**

My father Eddie Andelman is known as the "Godfather of Sports Radio". He taught me to work hard, have fun and always massively over-order Chinese food. My brother Dave hired me straight out of college as the company's first full-time employee, and we worked out of his small apartment.

DAN ANDELMAN
Phantom Gourmet

Title:
Host & Showrunner

Years with company:
18

Education, professional associations, volunteer, group affiliations:

Volunteer/Charity: Hot Dog Safari benefiting Cystic Fibrosis Foundation; West End House Boys & Girls Club in Allston, Massachusetts.

Who are your mentors and how have they assisted**What makes your job exciting?**

Restaurateurs and entrepreneurs who keep opening new, interesting restaurants. Passionate chefs.

Hard-working restaurant employees. Anybody in the restaurant biz with creativity and a sense of humor. Since the world of food and restaurants is constantly changing, it can never get boring. Plus, I get to eat some really good stuff.

What has been the key factor in your rise to success to date?

me how to be successful as a young salesperson selling in an industry full of seasoned professionals with established relationships. Under his direction, I took chances in business development that catapulted me up the ranks in retail and then into food service. Daryl Moore (Formerly at La Brea Bakery) was a great mentor for me who helped fine-tune my management style and helped me achieve some of my greatest growth in my career. He doesn't know this, but my respect and appreciation for him and what he's done for my career will never be forgotten. It was the relationship we had that has developed the way I mentor my employees today.

What makes your job exciting?

I get a rush out of growing sales teams—it is something I've had tremendous success doing throughout my career. Having the opportunity to

Food is the new sports. My father used to argue about who was a better ballplayer, Ted Williams or Joe DiMaggio. Now me and my brothers argue about who makes the best burger in Boston. So, the public's interest in food and restaurants just keeps rising every year. Plus, we've assembled a team of amazing, Emmy award-winning producers, editors and videographers that really know how to make great food television.

What is your outlook for the food service industry?

Restaurants are a notoriously difficult business. But the industry also attracts the brightest, most creative, hard-working and interesting people. In good times and in bad, everybody needs a place to eat and drink.

My brothers Dave, Michael, and I also own the Mendon Twin Drive-In movie theater in Mendon, Massachusetts. We celebrated our 61st year anniversary this summer, and it was our busiest season ever. 🍿

train and lead a team with a strategic vision to unprecedented levels of success doesn't get any better.

What has been the key factor in your rise to success to date?

I've always taken risks that most often have led to the success of the organization. Playing it safe doesn't get you to the top. Consistent evaluation and analysis of opportunities, well-executed plans and a strong support team have been contributors to my growth as a sales professional.

Advice for upcoming professionals:

Be a leader, not a follower. Take advantage of the sales tools available to further educate and prepare yourself to meet and exceed customer needs & expectations. Customers never forget those that work hardest for their success and will often create opportunities for you that are greater than you can imagine. 🍿



MICAH BROWN
East Coast Fresh

Title:
President

Years with company:
Less than one

Education, professional associations, volunteer group affiliations:

I received my BS degree in business administration from the University of Central Florida and am currently pursuing my MBA. I intend to join

some industry boards in the near future and am excited to work hand-in-hand with The Coastal Companies Foundation and all that we are doing for our local community.

What makes your job exciting?

We are a company seeking to grow our footprint and expand upon our already vast product offerings. I love being part of an organization that takes pride in what it sells, gives back to the community and is on the forefront of industry trends. Being in the fast-paced, ever-evolving fresh produce business, it's exciting to work for an organization that is recognized as an industry leader, and it's an honor to be able to lead a dynamic team of industry experts who are passionate about what they



JACLEEN CASINELLI
Toast POS

Title:
Senior Sales Manager

Years with company:
One

Education, professional associations, volunteer group affiliations:

Bachelor's Degree in accounting from UMass Amherst, Isenberg School of Management.

Who are your mentors and how have they assisted you in your career development?

The most influential mentors, both personally and professionally, have been my parents. I grew up watching their careers evolve and saw firsthand how important it is to have integrity in mind with every

decision I make. While they have mentored me by leading by example, they are always there when I have questions and have given me invaluable career advice. They are always pushing me to challenge myself and find my true passions. Their support and advice has helped me make important decisions including a career change that brought me into the food service world.

Another mentor of mine is my manager, Ted Moy. At Toast, he has taken me under his wing from day one and has taught me the ins and outs of the food service industry. Having the opportunity to shadow him when I started has helped shape the way I interact and help customers every day. He introduced me to people in his network, has expanded my knowledge of technology and is always offering help and advice.

What makes your job exciting?

I love constantly interacting with customers. I am lucky in that my job enables me to not only develop relationships with my customers, but also help them improve the efficiency and success of their business daily. The

do.

What has been the key factor in your rise to success to date?

Leadership development has provided the framework, but the personal and professional mentors and supporters I have in my life have played a critical role in influencing my career trajectory. I am blessed to be surrounded by successful, level-five leaders now and along my professional career and always try to learn from those who have gone before me.

Hobbies:

I enjoy playing golf and traveling. 🍷

industry is unique, exciting and fast-paced; being "at work" means engaging with customers and seeing them grow with Toast, all while visiting them as one of their guests. It is an incredibly rewarding experience!

What has been the key factor in your rise to success to date?

The key factor to success is being customer driven. I genuinely care about my customers and understand that their businesses are so important to them. As a result, I am always available to support my customers and ensure that their businesses are running smoothly with Toast.

What is your outlook for the food service industry?

I think there is so much opportunity for technology to improve the efficiency of the food service industry and help people more effectively run their businesses. We are working on solving some of these problems at Toast and are seeing the opportunities that our tools provide our customers. One thing that excites me is that we not only help our customers run their businesses, but we also provide better experiences for our customers' customers! 🍷



DOUG BUCHANAN
ACE Bakery

Title:
Director of Food Service

Years with company:
Four

Education, professional associations, volunteer group affiliations:

Penn State University.

Who are your mentors and how have they assisted you in your career development?

My first mentor was Mark Tarzwell; he taught

Congratulations *Simone Shapiro*



and to all other 40 under 40 nominees

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THE **Griffin Report**
of Food Marketing

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SHAWN CONNOR
Balford Farms

Title:
Director of Sales Administration

Years with company:
15

Education, professional associations, volunteer group affiliations:

BS in food marketing from Saint Joseph's University; Advocate for Rett Syndrome Research Trust; Co-Chair for Happy Hour for HER (Help End Rett).

Who are your mentors and how have they assisted you in your career development?

My father was a tremendous role model who showed me that work ethic, integrity and loyalty can create great opportunities in life. In terms of professional development, I

was also very fortunate to have started my career by working under Larry Bowes, who is currently President of Balford Farms. Larry has been a true mentor in every sense of the word. Having the support of someone with his outstanding business acumen and industry knowledge has proven invaluable for my professional growth.

What makes your job exciting?

The day to day variety of my job is very exciting as I am actively involved in several aspects of Balford Farms to include sales, marketing, operations, purchasing and administration.



CHRIS COOMBS

Boston Urban Hospitality (Boston Chops, Deuxave, dbar)

Title:
Chef/Partner

Years with company:
10

Education, professional associations, volunteer group affiliations:

Culinary Institute of America; Massachusetts Restaurant Association Board Member.

Who are your mentors and how have they assisted you in your career development?

Patrick O'Connell, chef at the Inn at Little Washington. Patrick taught me how to refine my cooking techniques and how to be a serious chef. He had patience to guide me.

What makes your job exciting?

Everyday I get to do what I love—cook food for people. I love the challenge of pushing myself and pushing my team to stay creative and innovative.

What has been the key factor in your rise to success to date?

Having the right people believe in me and invest in me has been a key factor in my rise to success. Working hard and surrounding myself with a talented team have been major factors. My business partner, Brian Piccini, has been a key part of my success.

You Bring it.

Congratulations
Jason Daigle
on being named a
'Top 40 Under 40'
in the foodservice industry.

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to be a **part** of your
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ALICE CUMMINGS
Kettle Cuisine

Title:
Director of Sales, Metro New York and Philadelphia

Years with company:
One

Education, professional associations, volunteer group affiliations:

BS Degree from VCU in marketing and business; WFF (Women's Food Service Forum)—member; NY Food Bank—volunteer; NYRR (New York Road Runners)—volunteer & member; Back on My Feet—volunteer & member; Ragnar Relay Ambassador.

Who are your mentors and how have they assisted you in your career development?

I come from a really close family, and I live in the Metro New York area where you encounter so many broken and transient people. It makes me appreciate the good roots that I came from and how hard my parents worked to make that happen. I truly could not imagine a life without my family

there to support me and talk through career ups and downs.

What makes your job exciting?

I have the pleasure in this new role of selling good-for-you foods. There is nothing better than promoting clean ingredients and delicious, healthy foods. Soup is good for the soul.

What has been the key factor in your rise to success to date?

Having a plan. I often think about the next step while I'm making the first one. I have made several risky changes, but it's always been with solid reasoning and I've had to make the decision for me and not based on what other people think. I chose to move to a company that has its core values in fresh products and focuses on honoring healthy food and clean ingredients.



JASON DAIGLE
TriMark United East

Title:
Regional Sales Manager

Years with company:
Six

Education, professional associations, volunteer group affiliations:

Degree in culinary arts/restaurant management.

Who are your mentors and how have they assisted you in your career development?

I began my career as a sales representative working for a small mom-and-pop company where I learned the fundamentals of restaurant sales. When TriMark sought me, I was introduced to the corporate world. The factor of training and collaboration with several people in all departments has broadened my skills. Their years of experience and knowledge within our field has refined my profitability and product knowledge.

various restaurants throughout Connecticut, Rhode Island and Massachusetts with one of my sales representatives. Each day presents a new challenge, which requires quick, effective solutions. I guide my team to strive harder to succeed and continue growth within their territory. I enjoy meeting new restaurant entrepreneurs and being a part of their vision. It is a pleasure introducing them with innovative products in our industry.

What has been the key factor in your rise to success to date?

I have always been committed in my career path, and my work ethic is strong. My client rapport and continuous availability has always kept me in constant contact with my customers, creating a long-term relationship.

What makes your job exciting?

As a regional manager, I enter

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TRICIA POWERS DAMBRAUSKAS
B&G Restaurant Supply
B&G Foodservice
Equipment of New York

Title:
Owner and VP, B&G
Restaurant Supply;
Owner, founding mem-
ber, B&G Foodservice
Equipment of New York

Years with company:
12

**Education, professional
associations, volun-
teer group affiliations:**

BA, Isenberg School of Management UMass-Amherst; MBA, Babson College; Marketing Committee; SEFA Supplies & Equipment Foodservice Alliance; Leadership Program Volunteer; Babson College.

Who are your mentors and how have they assisted you in your career development?

My greatest mentor has always been my mother. She showed me how to work hard, make smart decisions, be compassionate, and taught me to fight for what I want no matter what the odds are.

What makes your job exciting?

We have a growing business that is constantly evolving, so every day is different and there is never a dull moment. I enjoy learning about the indus-

try, new technology and common business practices, and then I get to test them all out in reality and make adjustments accordingly. Press stop, rewind, and then do it all over again.

What has been the key factor in your rise to success to date?

The key factor in my success thus far are the people who I surround myself with: family who encourages me, strong vendor partners who provide support when I need them to, my team of talented employees, and people from each of these categories who inspire me to be better.

What is your outlook for the food service industry?

A continued push toward renewable energy sources, recycled or energy efficient products and consolidation throughout the industry to create and obtain these products. 🍴



BRIAN DUFFY
CBD Solution, Duffified
Experience Group

Title:
President, Chef

Years with company:
Four

**Education, professional
associations, volunteer
group affiliations:**

The Restaurant School at Walnut Hill College 1994; TRSWHC Program Advisory Committee; Volunteer Navy Entertainment; Armed Forces Entertainment;

Pancreatic Cancer & Cystic Fibrosis.

Who are your mentors and how have they assisted you in your career development?

John Marie Lacroix... This gentlemen taught me how a chef runs his kitchen through education, training, kindness and creativity.

What makes your job exciting?

The fact that I get to utilize my knowledge and experience on a daily basis with clients all over the world

What has been the key factor in your rise to success to date?

I believe that the Number one thing that has led me to be a success is the fact that I have learned to allow people to grow; I am not just a chef or a consultant. I am an educator!

Give your staff the tools to succeed and then allow them to formulate a plan and execute; let them make a few mistakes so that they truly learn.

What is your outlook for the food service industry?

We are in the greatest time of our lives in this industry when it comes to food and beverage; we have so many creative professionals running and operating that we are on an upward momentum. The creativity of this generations of operators, chefs and mixologists is setting a massive example of how to survive through creativity and hospitality

Advice for upcoming professionals:

Watch, listen, learn and ask questions. Learn the business side of the business and master that... You can be the greatest chef around... but if you cant figure out the food cost, in 6 months you're the greatest chef without a job. 🍴



Salutes Corey Vose on his 40 under 40 nomination.

CONGRATULATIONS COREY!



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Eight; 18 years in food service

Education, professional associations, volunteer group affiliations:

Johnson & Wales University, culinary arts and food service management.

Who are your mentors and how have they assisted you in your career development?

I would truly have to say everyone around me (including co-workers and customers) has helped me develop the person I am today; I value learning something new that I can eventually pass on to someone else.

RANDY FALANDYS

Ecolab

Title:
Sales Development Manager

Years with company:

What makes your job exciting?

Being a part of an industry that I have so much passion for; it's not a job, it's a hobby. When I was young and supposed to be watching Sesame Street, I was watching Yan Can Cook and Julia Childs. Life takes you down mysterious paths, and one would not think that chemicals would compare to this industry, but I am several different kitchens each day and speak to some of the best chefs in the area.

What has been the key factor in your rise to success to date?

Knowledge, honesty, dedication and respect.



Education, professional associations, volunteer group affiliations:

BS in accounting, Suffolk University (2005); volunteer at Girls Incorporated of Taunton.

CHRISTOPHER FERNANDES

United Citrus Products

Title:
COO

Years with company:
Six

Who are your mentors and how have they assisted you in your career development?

My greatest mentor, without question, was my father. He not only taught me to have a strong work ethic, but also to treat everyone with respect and integrity. He also made me realize early on that if

you work hard and smart, the sky is the limit. My biggest industry mentor is definitely Richard Kates, president of United Citrus. He taught me all of the ropes of the beverage industry and is a resource of knowledge with over 65 years in the business.

What makes your job exciting?

The diversity of my job is the most exciting. Whether I'm working in sales, production, R&D or accounting, I'm presented with different challenges, solutions and personalities. It keeps it interesting.

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RICHARD GARCIA

Sodexo Sports & Leisure, North America

Title:
National Culinary Director

Years with company:
One

Education, professional associations, volunteer group affiliations:

US Marine Corps; Food Service Academy at US Army Quartermaster School Ft. Lee, Virginia; Director of the Advisory Board, Trace & Trust; Member: Sodexo Organization of Latinos; Member: Chefs Collaborative; Member: James Beard Foundation.

Who are your mentors and how have they assisted you in your career development?

The mentor chef who is most supportive of my cooking and most instrumental in aiding my career, both in and out of the kitchen has been Jeffery Tenner, VP and execu-

tive chef of Not Your Average Joe's Restaurants. He has been an essential component of my success and has helped guide decisions both personally and professionally. His interest in me as a person, and not just a colleague, developed a trust I will pass on to my mentees.

What makes your job exciting?

I have the unique opportunity to travel the country and work with chefs and managers from every corner of the United States. My learning opportunities are endless, and the ability to learn about how numerous types of businesses are run across the country—all with unique challenges—makes my problem solving tool kit pretty strong.



DAVE GROSS

Master Martini USA

Title:
Operations Manager

Years with company:
Less than one

Education, professional associations, volunteer group affiliations:

Degree in business manage-

ment from Stockton University in Galloway, New Jersey.

Who are your mentors and how have they assisted you in your career development?

I am very lucky to have been associated with some great people, both personally and professionally. My family is extremely supportive of my career development, and they have always set me up for success. Professionally, I would consider Master Martini USA's President Joe Campbell a mentor who has shown a lot of faith in me by giving me a great opportunity and teaching me about the intricacies of the food industry.

What makes your job exciting?

The food industry is always changing, and I enjoy being on the cutting edge of new concepts and products. We are very lucky to offer a great product to the market, and we always find ways

to continue to grow and adapt with industry trends. In my current role, I am challenged every day to think on my feet and do different things. No two days are the same. I enjoy the excitement of each day being its own.

What has been the key factor in your rise to success to date?

Each day is different from the one before, and each day you face adversity. You must adapt with a "whatever it takes" attitude to get the job done. I demonstrate this approach while maintaining the high standards and work ethic that I set for myself. One of key factors to my success is the ability to be productive and assertive to accomplish each day's goals, while maintaining the highest levels of integrity.

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Who are your mentors and how have they assisted you in your career development?

My dad. He taught me that hard work isn't a means to an end—it's a source of pride, and it encourages those around you to also work hard and seek that sense of pride in what they do every day. It's those lessons that have given me the drive and ambition to grow, and in turn, inspire and encourage those who work at AIF to be invested and committed to our values as a company.

What makes your job exciting?

Working in the food industry is incredibly dynamic and constantly evolving. It's the type of job where you will never know everything, no matter how many years you're in the business, and no two days will ever be alike. In my position, I have the opportunity to see food from a

different perspective than the general consumer; I get to travel to local farms and see the production behind the food on your dinner plate. I meet people who make cheese for a living and have discussions about the types of milks and processes used to hand-craft different kinds of cheeses. I am incredibly fortunate to have such an intimate relationship with food, and to me, that's invaluable.

What has been the key factor in your rise to success to date?

Determination. As a company, we truly want to make a difference in the food service industry and to introduce and provide local, natural and clean products into the marketplace. This starts with the consumer, and is, in turn, passed on to the chefs, local market owners, etc. 🍷



ADAM HALBERG
Barteca Restaurants

Title:
SVP—Culinary

Years with company:
Eight

Education, professional associations, volunteer group affiliations:
Emory University, BA, Religion and Culture;
Art Institute Atlanta, AA, Culinary Arts.

Who are your mentors and how have they assisted you in your career development?

I've had the opportunity to work with some incredible chef operators, people like Melissa Kelly and Michael Schlow, who press their teams on both quality of product and quality of performance.

Many of the most potent lessons in my career development have come from cooks and chefs that I have managed, however. When your job is to make other people perform better, they teach you as much as you teach them.

What makes your job exciting?

I work with people who are highly creative and who come from diverse backgrounds. That intersection—tied to the common goal of "making people happy"—can be thrilling.

What has been the key factor in your rise to success to date?

Flexibility and comfort with ambiguity; I find these

vital in a field where expectations—both from employers and from the public customer base—change quickly. Strong personal and professional connections; keeping healthy and positive relationships with colleagues and with guests really helps to stabilize what can be a volatile and fickle industry.

What is your outlook for the food service industry?

Quality will, I hope, continue to become particularly demanded and more widely available at all price-points.

Advice for upcoming professionals:

Take the time to learn your business and hone your craft. We are in an industry where the process of "paying your dues" can take a serious toll on your physical and emotional health—and where shooting star careers are hailed for their successes (and then forgotten). 🍷

ERIC GUENTHER
Adventure In Food Trading

Title:
President

Years with company:
17

Education, professional associations, volunteer group affiliations:

BS in marketing/management, Siena College, Loudonville, New York; founder of Empire 87, a culinary initiative aimed at distributing and promoting New York State products locally and regionally.



Master Martini is a global leader in Chocolate, Bakery Ingredients and Gelato.



Congratulations to Dave Gross and Franco Scimica for being honored in 40 under 40 in The Food Industry.



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Education, professional associations, volunteer group affiliations:
McDonough School of Business at Georgetown University, 2007.

Who are your mentors and how have they assisted you in your career development?

I have many mentors. Some include Alice Elliot, Jeff Holden (my father) and my teammates. Alice and Dad offer steady advice to navigate short-term and long-term challenges. My teammates provide the energy and excitement to strive each

LUKE HOLDEN
Luke's Lobster

Title:
President and Founder

Years with company:
Six

and every day.

What makes your job exciting?

Being an entrepreneur is dynamic. Each and every day presents a new set of opportunities.

What has been the key factor in your rise to success to date?

Define the core brand values of your business, and stick to them during both good and challenging times. Be sure to manage and grow the business according to those core brand values, otherwise you are sure to lose your way. 🍷



Education, professional associations, volunteer group affiliations:

AOS degree, The Culinary Institute of America;
BBA degree, James Madison University;
Boston Local Leader, Chefs Collaborative; Member, Chefs Collaborative;
Member, Research Chefs Association (RCA).

LARRY LEIBOWITZ
Guckenheimer

Title:
National Director of Culinary Innovation

Years with company:
11

me to set my goals and work towards them. Professionally, I often credit Chef Joseph Fontanals of Sheraton Towers Manhattan, who taught me valuable lessons that still ring true today. I often turn to his exemplar on embracing the power of humility.

What makes your job exciting?

No two days are the same. I am fortunate enough to have a dream job that combines technical, practical and analytical skills with a focus on trend-spotting and creative menu development. I get to work with amazing, entrepreneurially minded team leaders and senior leaders. 🍷

Who are your mentors and how have they assisted you in your career development?

It sounds cliché, but my parents get the win in this category. They instilled an intense work ethic in me from childhood. They also taught

Always good. Always Hood. Hood.com



MARK MARCUCCI JR.
Alpha Baking Co.

Title:
Midwest Regional Sales Manager

Education, professional associations, volunteer group affiliations:
Indiana University.

Who are your mentors and how

have they assisted you in your career development?

My most influential mentors have been my parents and my late grandfather. My father, Mark Marcucci Sr., has provided me with invaluable guidance and insight into the baking industry. My dad is a vital resource for me as I continue to strive to expand my sales and business knowledge. He has helped to strengthen my critical thinking and problem solving techniques by encouraging me to look at all aspects of a problem or challenge before acting on it. He is always there to listen, provide constructive feedback, and endless support as I continue to learn more about the baking industry.

My mother, Sue Marcucci, and grandfather, Ray Basso, have always taught me that having good character is the most important asset a person can acquire. Living a life of integrity, guided by strong principles, will help to achieve true success in all aspects of life.

What makes your job exciting?

Being part of a dynamic and exciting team at Alpha Baking Co. Interacting with colleagues and customers on a daily basis, which helps develop new ways to drive sales. The baking industry continues to evolve, and product diversification provides interesting challenges. It's exciting to guide a customer from menu concept, through product development, and ultimately into national frozen distribution.

What has been the key factor in your rise to success to date?

Opportunity, hard work, diverse training and drive. I was fortunate to have had the opportunity to work at Alpha Baking Co. at a young age. I worked in many sectors of the bakery from the packaging line, cleaning the ovens, delivering products, collaborating in product development and filling in wherever I was needed. 🍷



CHRIS MARIELLO
Lehigh Valley Dairy Farms (Dean Foods)

Title:
Key Account Manager—Food Service

Years with company:
10

Education, professional associations, volunteer group affiliations:

Bachelor's degree in finance from Fox School of Business, Temple University.

Who are your mentors and how have they assisted you in your career development?

My father, Frank Mariello has been an amazing mentor to me. His passion for what he does and his work ethic is something that I truly admire and try to emulate in my everyday life. I am also very fortunate to work with some great people at Lehigh who continue to help in my development.

What makes your job exciting?

What makes my job exciting is the interaction with my customers. Being able to go home at night and know that I have helped my customers' businesses become stronger through our partnership, as well as grow our business, is a nice feeling.

What has been the key factor in your rise to success to date?

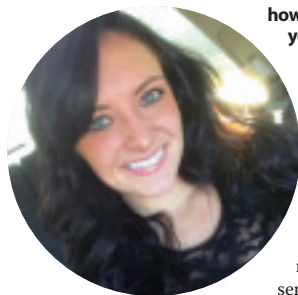
I believe it has been hard work and thinking outside the box.

Advice for upcoming professionals:

Don't be afraid to fail and take chances! People will not judge you on your failures, they will judge you on how you respond to failure. 🍷

40 UNDER 40

IN THE FOOD SERVICE CATEGORY



CHELSEA MCNAMARA

Anthony's Coal Fired Pizza

Title:
Bartender

Years with company:
Less than one

Education, professional associations, volunteer group affiliations:

Currently working on bachelors degree in business management.

Who are your mentors and

how have they assisted you in your career development?

My wisest mentor would be my grandmother. She is an incredible woman with immense wisdom and experience. She taught me the meaning of customer service, of reputation, diligence, integrity, attention to detail, hard work, and passion. She has driven me to achieve and conquer anything that crosses my path. Because of my grandmother, I am and will continue to be successful in all aspects of my life. She has been and continues to be my wisest and dearest mentor.

What makes your job exciting?

I can truly say that I love my job! Being a bartender, you have to constantly put on a show, because everyone's eyes are always on you. When I am at work I am a server, a bartender, a comedian, a friend, a listen-

ing ear and sometimes even a mother! I love talking, meeting new people and putting a smile on their face!

What has been the key factor in your rise to success to date?

The key factor in my rise to success to date has been something as simple as setting a goal and pushing myself until I have achieved it. I want to be better today than I was yesterday!

What is your outlook for the food service industry?

The food service industry is a unique industry that I am honored to be able to be a part of. I feel as though this industry brings people together. I mean, lets face it, everyone loves quality food, drinks and company!

Advice for upcoming professionals:

Work hard! Set a goal, and achieve it! Push yourself, and most importantly, never doubt yourself. You can do it! 🍷



JONATHAN MARKS

Paul W Marks Co.

Title:
Sales Manager

Years with company:
12

Education, professional associations, volunteer group affiliations:

BA Boston University; Massachusetts Restaurant Association.

Who are your mentors and how have they assisted you in your career development?

I have been fortunate to have worked with and continue to work with great people in this industry. From salespeople—both from my company and others like mine—to chefs and farmers who create the products and dishes we all enjoy.

What makes your job exciting?

I love food and the people who create it. I have been lucky enough to develop friendships with chefs I work with, and I am always excited to see what they can come up with when creating a dish.

What has been the key factor in your rise to success to date?

Relationships and service. I am proud of the level of service my company provides. We

have a great staff, from our office and warehouse staff to our drivers, that make sure the customer is taken care of.

What is your outlook for the food service industry?


I know this has been said before but I see a focus on locally sourced products. The amount of high-quality cheeses produced in New England have grown exponentially in the past two decades.

Advice for upcoming professionals:

Be honest with your customers—sometimes you can't do everything—and they'll respect you more for it.

Hobbies:

Travelling with my wife. 🍷




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40 UNDER 40

IN THE FOOD SERVICE CATEGORY

**DREW MCAULIFFE**

Kaufman Sales

Title:
Manufacturers Representative

Years with company:
12

Education, professional associations, volunteer group affiliations:

Xaverian Brothers High School, Norwich University, Nichols College.

Who were your mentors and how have they assisted you in your career**ERIK O'CONNELL**

Baldor Specialty Foods Inc.

Title:
Sales/Account Executive

Years with company:
13

Education, professional associations, volunteer group affiliations:

Hofstra University, BBA in Marketing (2002).

Who are your mentors and how have they assisted you in your career development?

My mentor from day one in the business has been company President, Michael Muzyk. He played, and continues to play, an integral role in my growth and development in the food biz, on both profes-

development?

I have been fortunate to be brought into a company that has such great talent. For starters, my father, Ken McAuliffe, has been with Kaufman Sales since I was eight years old. I have known Dan Butts, Tony Gimilaro and Tim Collins for almost as long. The knowledge and skills these guys have is by far the best the food packaging industry has to offer. It has been through working hands-on with these guys for the first few years that I was able to take the best parts of each and make them into one solid sales rep. There has yet to be a situation I have come across that this team has not already experienced in some aspect or another. It has been a pleasure and a privilege working under their leadership.

What are you most proud of in your career achievements to date?

I am most proud of two

sional and personal levels.

I still remember my interview; he held a small tomato in each hand and asked me what they were. I jumped to say cherry tomatoes. He then said 'Well, you're half right, so you're not completely hopeless'; then explained that one was a grape tomato. It was as simple as that, and the education began. He took me under his wing as this naïve, fresh-out-of-college kid who knew next to nothing of our sort of behind the scenes world of food service. I am truly indebted to the man for helping me reach this point in my career and my life in general.

What makes your job exciting?

The excitement for me is twofold; on one hand, there is the challenge in developing relationships with new accounts and new chefs, and on the other hand, I get to enjoy the sense of genuine partnership that builds over time with existing customers. Restaurants, hotels, caterers, etc. require an almost constant level of care and attention to see that their needs are met, so there needs to be a high

level of trust there. achievements. One is a large end-user chain that I cold-called many years ago. I stumbled across this operator by sheer accident, and it turned out to be an 11-year business/friendship. The other is quadrupling a territory in just under 9 years. It's so hard to choose between both as they happened at different parts of my career.

What makes your job exciting?

My job is exciting because, as we all know, the food service business is a forever changing landscape of distributors, distributor sales reps and end users.

Advice for upcoming professionals:

I was given the advice at the beginning of my career that showing up and following up was 80 percent of it. Over the years, I have found that honesty, and integrity make up the rest. Also never burn a bridge; you have no idea where that bridge will pop up next. 🍷

level of trust there.

What has been the key factor in your rise to success to date?

Personality has probably been my most important asset or "key to success". That, coupled with a genuine care and concern for my customers. It also doesn't hurt when you have absolute faith in the company you're representing and its ability to bring the best available product to the table and offer it at a fair price, which Baldor is well known for throughout the Northeast. We also play an important role by keeping our customer base informed about any factors that may affect the end product, and when we're talking fruits and vegetables, that is most often the weather conditions our farms are experiencing. At the end of the day, in a relationship-based industry like this, the customer needs to know that you're always looking out for their best interest, above all else. When they can feel that, it goes a long way in establishing trust and loyalty; from that point on it's not about a simple buy/sell relationship—you're partners. 🍷

**RAY MCCUE**

Johnson & Wales University

Title:
Assistant Professor

Years with company:
Seven

Education, professional associations, volunteer group affiliations:

Master of education in teaching and learning (M.Ed.), Johnson & Wales University, 2011; Certified Executive Chef (CEC), American Culinary Federation; Certified Hospitality Educator (CHE), American Hotel

& Lodging Educational Institute. United States Committee Member, Worldchefs without Borders, World Association of Chef Societies.

Who are your mentors and how have they assisted you in your career development?

I have been blessed with many mentors in my life. A few I would like to acknowledge are my grandfather Ralph Marino who told me when people say it can't be done, it is my job to prove them wrong. Fran Hart, my scoutmaster, when I was growing up. He taught me to always look people in the eye and to tell the truth. It was him that told me I should not listen to anyone else but follow my passion for cooking. Jacques Sorci, a Master French Chef, was one of the toughest chefs in my career but never let me give up on myself. He gave me my first sous chef position, and we would argue like cats and dogs, but at the end of the day,

**JESUS OLMEDO**

Somerset Club Boston

Title:
Chef de Partie

Years with company:
Three

Education, professional associations, volunteer group affiliations:

Le Cordon Bleu Boston graduate; ACF Culinary Youth Team USA member; Epicurean Club Of Boston member.

Who are your mentors and how have they assisted you in your career development?

I have been fortunate to learn from some great chefs in my career. My two mentors that have had

the largest impact on my career are Chef Abigail Ferrer and my current chef, Chef Leonardi CEC.

When I first began culinary school, Chef Ferrer introduced me into culinary competitions where I could learn to enhance my skills at a very rapid pace. She taught me about discipline and to set goals for myself early in my career. She taught me that this is the time in my life where I should be working hard and taking advantage of every opportunity. It is through Chef Ferrer that I met my current mentor, Chef Leonardi CEC. Chef Leonardi has provided me with the fundamentals and knowledge that it takes to become a successful chef in the food service industry. He recognizes my drive and pushes me every day in the kitchen. He is currently the manager for ACF Culinary Team USA that will compete in the culinary Olympics in Germany in 2016. Having the support from such a knowledgeable chef has proven invaluable to my growth.

we always respected each other. George O'Palenick, who, to this day, puts things in a perspective and gives me wisdom that I can only hope to aspire to one day. He convinced me to stay teaching at a time when I was doubting myself.

What makes your job exciting?

Seven years ago when I decided to give teaching a shot, my friends said I was crazy. I was taking a job that was paying less than half of what I was making, going from New York City to Providence, and that I would get bored with it and it wouldn't last a year. Now here we are years later. I get to do what I love every day. I'm surrounded by culinary student's that are eager to learn from me and want to become the great chefs of tomorrow. There is never a dull moment. My student's keep me on my toes and also make me feel that I am making a difference in their lives. 🍷

What makes your job exciting?

The thrill of my job comes from environment of my workplace. To be surrounded by driven and knowledgeable chefs makes work exciting. We are able to feed off of each other's ideas and concepts to create amazing food for our guests here at the club every day. As a team, we strive for perfection and creating the best dining experience available for our guests. Every week I am to develop and come up with new menu ideas, which keeps my mind constantly thinking of something innovative and fresh. Constantly improving from one day to the next is what keeps me going.

What has been the key factor in your rise to success to date?

The key factor for me is to have a drive and hunger for improvement. I am always looking for the next goal in my life as soon as one is completed. Being involved in culinary competitions has also had a big impact on my success. Through competitions, I am able to practice and master the basic fundamentals of cooking at a fast pace. 🍷

40 UNDER 40

IN THE FOOD SERVICE CATEGORY



Certified introductory level wine sommelier (2007);
New Jersey Bartending Association: Certified mixologist (2001);
Big Green Egg Corporate: Culinary partner.

What makes your job exciting?

Creating new recipes on The Big Green Egg Grill! My T.L.C. (Tapas.Libations.Cigars) experience branded events. I create my tapas, and libations menu, based off of the flavor profile of the event's featured cigar. I bring my Harley-Davidson wherever I travel.

What has been the key factor in your rise to success to date?

Resilience and hard work and never giving up.

Advice for upcoming professionals:

Stay committed to your purpose, and always follow through. Learn as much you can from fellow established chefs. Always experiment in the kitchen, and continually hone your craft.

Hobbies:

Motorcycling, playing guitar, traveling, movies.

CHEF DAVID ROSE

Big Green Egg Grill/Rose Catering & Consulting

Title:

Corporate: Culinary partner, Big Green Egg Grill; CEO & Executive Chef, Rose Catering

Years with company:

Two, Big Green Egg; Eight, Rose Catering & Consulting

Education, professional associations, volunteer group affiliations:

Le Cordon Bleu Culinary College: Summa Cum laude graduate (2006); The Court of Master Sommeliers:



JON SCHWARTZ
Harpoon Brewery

Title:

Assistant VP of Sales

Years with company:

17

Education, professional associations, volunteer group affiliations:

Bachelor's degree from Boston College Carroll School of Management;
Member of Brewer's Association's Market Development Committee;
Frequent volunteer at Harpoon Helps events;
Supporter of multitude of

education-based charities in Hopkinton, Massachusetts;
Former committee member of Providence Zoobilee event.

Who are your mentors and how have they assisted you in your career development?

Professionally, my only two bosses ever: Dennis Fitzgibbons and Tom Brayer. They have turned a shy, young, inexperienced college grad into a knowledgeable, confident, successful leader. Dennis taught me in my early years to push myself, and Tom has helped hone my skills managing both my team and our food service partners.

What makes your job exciting?

The beer industry is rapidly changing, and there has been a movement to high-quality over the past 10 years. It has been a fun time to be selling a great craft beer, brewed in Boston and Windsor, Vermont, and sold throughout the East Coast. I have the opportunity to work with partners in all areas of food service, to help develop bever-

age menus to attract and excite their guests.

What has been the key factor in your rise to success to date?

My professional success is a great upbringing from my parents, strong support from my wife while frequently traveling and an inspiring group of people at Harpoon that makes us all want to be our best.

What is your outlook for the food service industry?

Much like the beer industry, the most successful food service companies are the ones that offer the best value. We have seen success stories at the high and low ends of the market, but everyone has to be authentic, fresh, high-quality and have a story guests can relate to.

Advice for upcoming professionals:

Find a job that you love. I was lucky enough to stumble into Harpoon at 22 years old and make a career of my first job. The most successful people love their jobs and are passionate about their company and the industry.

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40 UNDER 40 IN THE FOOD SERVICE CATEGORY



FRANCO SCIMECA
Master Martini U.S.A.

Title:
Sales Manager

Years with company:
One

Education, professional associations, volunteer group affiliations:

BS in business administration—marketing; Diversity Council Member for the Specialty Food Association; Superintendent, Community Relation Council.

Who are your mentors and how have they assisted you in your career development?

My family has had a tremendous influence on me throughout my life. My father came to the U.S.

with no formal education. He didn't speak English, but through hard work and drive, he was able to be successful. He taught me the value of "rolling up your sleeves" to achieve my goals and persevering despite any obstacles.

I am the youngest of my siblings by 12 years, so they were really a more contemporary model for success and achievement. In my post-college years, they helped me navigate my career decisions and challenged me to push myself and step outside my comfort zone. I have been fortunate to work with many terrific leaders throughout my career that helped me as both a person and a professional. Joseph Abbatecola gave me my first opportunity at Coca Cola Enterprises out of college and took me under his wing and was very instrumental in shaping me as a young professional. Joseph Campbell, president of Master Martini, has a real passion for life and a drive to be the best, and that has been a real inspiration to me. His enthusiasm as a leader drives a culture of growth and success that I have come to admire. I feel lucky that in my career I have had the

privilege to work under so many talented people who have really impacted my progression as a professional.

What makes your job exciting?

Pioneering new territories and growing the business has always been one of my favorite aspects of my career. It not only excites me, but creating that mutually beneficial relationship with a client brings me a sense of satisfaction and accomplishment that drives me every day.

What has been the key factor in your rise to success to date?

I've had the privilege to work alongside some very smart people and great organizations, and that really helped drive my success. I always want to be actively involved within the business and put myself in the position to gain new experiences that help me develop professionally. I firmly believe you get out of something what you put into it, so I have always taken a proactive approach to my career development, and I have been fortunate enough to see those efforts come to fruition. 🍷

the food service industry?

I think consumers' shift in eating habits will start to influence food service—just like we've seen in retail. I expect—and hope—more food service companies will migrate toward better quality and better-for-you offerings in the near future.

Advice for upcoming professionals:

Do something you're passionate about. Once you're doing what you love, you'll see the positive effect it has in all aspects of your life.

Hobbies:

Fitness, eating, weight lifting, hiking, traveling, music, cooking, awkward blind dates and eating. 🍷

in marketing and entrepreneurship, Drexel University.

What makes your job exciting?

I came into my family business as the third generation, and I get to work with my father every day.

I never had a chance to meet my grandfather, Don, but my father is an incredible leader, and I hope to be as great of a leader as he is one day. His personality is infectious, and it makes every day fun and entertaining.

What has been the key factor in your rise to success to date?

My passion. I started in corporate recruiting out of school and realized my passion was in food. I took a risk, left a job I was successful in and good at, and followed my passion. It was the best decision I ever made!

What is your outlook for



SIMONE SHAPIRO
Boston Salads & Prepared Foods

Title:
Marketing Manager

Years with company:
Five

Education, professional associations, volunteer group affiliations:

Boston University, bachelor in economics.

Who are your mentors and how have they assisted you in your career development?

My family has been extremely supportive in my career and personal

development. They have encouraged me to be creative, given me a strong work ethic and taught me determination pays off. During my career at Boston Salads, I have worked with a few specific team members who have been both influential and motivating. Tom Watson, who I have worked closely with for over three years, has been inspiring, sharing his career full of knowledge in the industry and allowing me to grow professionally and develop my own creative style.

What makes your job exciting?

Having the opportunity to travel and work with and experience different facets of the food industry is always exciting. The trends are constantly changing, and that gives a lot of room for originality and innovation. I enjoy the challenges that come along with a fast-paced environment, and keeping up with customers' evolving needs.

What has been the key factor in your rise to success to date?

Passion and determination have both played a key role in my career. When I graduated from college, I began working toward a profession in finance. It was not until being given the chance to perform in marketing that I realized how important creativity was to me. I have made an effort of embracing new and unique opportunities in food service, retail and sales, all of which have contributed to my personal growth. I have learned from senior team members and made sure to take note of others successes and strong suits.

Advice for upcoming professionals:

Knowing yourself and your professional worth are invaluable assets. Pursuing your goals and passions play a large role in your happiness at work, and influence your performance as a team member.

Hobbies:

Running, tennis, and experimenting with all types of recipes in the kitchen. 🍷

Franchising Initiative's (PAFI) Certified Athlete Franchisee (C A F) Development Committee; Member of the Brookdale Community College Accounting, Business Management & Marketing Advisory Committee.

feet away in the next office at our headquarters. As my role evolved from operations to development, I had the pleasure of being introduced to John Teza. John joined Jersey Mike's in 2011 as our Chief Development Officer. Since the day John joined Jersey Mike's, he has been my trusted advisor and continues to have a profound impact on my professional and personal growth. We meet weekly, and his authenticity and willingness to spend countless hours with me is a testament to his sincere interest in my success.

Who are your mentors and how have they assisted you in your career development?

During my career at Jersey Mike's, I have spent a considerable amount of time with several great leaders and business owners around the country. There are two mentors that really stand out, due to an unparalleled commitment to me, and genuine interest in my personal development and success.

Michael Manzo, Jersey Mike's chief operating officer, has been my mentor from day one. He has always been there for me. Michael has served as my support system, providing guidance and advice, and challenging me whether I was 3,000 miles away operating a restaurant, or 30

What makes your job exciting?

Helping people realize the American Dream of small business ownership gets me excited. Watching an hourly-wage team member become a successful multi-unit franchisee is incredible, and seeing those franchisees raise thousands of dollars for local charities in their communities is exceptionally rewarding. Making a difference in people's lives is what drives me, and at Jersey Mike's Subs, I have that opportunity every day. 🍷



MELANIE SKLOFF
Don's Food Products & Melanie's Medleys

Title:
Product Development, Don's Food Products; Inventor/Chief Innovation Officer, Melanie's Medleys

Years with company:
Two

Education, professional associations, volunteer group affiliations:

BS with concentrations

40 UNDER 40

IN THE FOOD SERVICE CATEGORY



MATTHEW STARR
Boston Showcase Co.

Title:
Brand Manager

Years with company:
Five

Education, professional associations, volunteer group affiliations:
BA from the University of Rochester; Pursuing MBA at Babson College

Who are your mentors and how have they assisted you in your career development?

Although I never worked with my "Papa" Jason, he may have had the greatest influence of all. I learned the value of loyalty and close personal relationships, as well

as the strength and importance of family. I continue to be guided by his example every day. There are so many great influencers—family and some of the non-family veteran employees of BSC—who have helped me grow and mature. I'm really lucky to have had so many great mentors, teachers and coaches throughout my entire life.

What makes your job exciting?

I love being able to work with some of the best restaurants in the area. It is an honor and a thrill to call some of Boston's top chefs, managers and bartenders BSC customers. Also, I'm proud to be the fourth generation of my family working for Boston Showcase. I think that brings a unique perspective and excitement to every day.

What has been the key factor in your rise to success to date?

I really think that the key to this business is to be personable and to be responsive. I don't always have the answers when someone reaches out, but I'll always find what they're looking for and get back to them as quickly as possible. Anyone can research something on a computer; ultimately, it's connecting with people, understanding their needs and figuring out how to deliver. 🍷



MORGAN TUCKER
M. Tucker, a division of Singer Equipment Co.

Title:
Senior Account Executive,
Director of Exclusive Collections

Years with company:
Seven

Education, professional associations, volunteer group affiliations:
Cornell University School

of Hotel Administration, Class of 2007; Member of The Partridge Invitation Scholarship Foundation; Member of the New York City Hospitality Group; contributing writer at Total Food Service Magazine; volunteer at Bethel Woods Center for the Arts.

Who are your mentors and how have they assisted you in your career development?

Knowing from a very young age that I wanted to be in the business my father and grandfather were in gave me the privilege of being around many great mentors and unique access to our industry's leaders. My confidence and empathy come from watching Stephen run the business for most of my professional career. My sales strategy of conviction and responsiveness is derived from a few key leaders at M. Tucker. My industry outlook and commitment to development come from owners in the Allied Buying Corp. community. My mother also shows me every day that you can have anything you

want in life if you give yourself with generosity and honesty.

What makes your job exciting?

I live in the most diverse culinary city in the world and have the privilege of working with the most celebrated and innovative chefs and restaurateurs. I also have access to endless travel and take full advantage of it.

What has been the key factor in your rise to success to date?

Changing the game. My team and I are committed to bringing a youthful elegance to food service distribution. We take full advantage of social selling and the endless amount of products available through numerous distribution channels. We are dedicated to telling the unique story of each project in everything that we do and thrive in sharing our successes. 🍷



DERRICK VANISKHIAN
Dart Container Sales Co.

Title:
District Sales Representative

Years with company:
Seven

Education, professional associations, volunteer group affiliations:
BS in marketing from the University of Scranton.

Who are your mentors and how have they assisted you in your career development?

The management team at Dart Container is an impressive group. Dart does a great job of retaining its employees and promoting from within, and I have had the privilege to work and learn from manag-

ers with more than 20 or 30 years of Dart experience. I was hired by Bill Werts, and he gave me the opportunity to manage some of our largest accounts in the region. Bill believed in me and knew I could get the job done. I now work for Ron Novicio. He taught me that business sales success has a lot to do with one's intrapersonal and interpersonal emotional intelligence.

What makes your job exciting?

I find excitement with planning, strategizing, implementing and then executing a plan. There is something that I enjoy about figuring out the best way to handle any situation and putting a plan in place and watching it unfold. If the plan delivered as expected, then great, if not why not? I evaluate what worked and what did not work and learn from those experiences so I can apply that wisdom to the next challenge. The best way I can describe this feeling is by relating it to a sports coach who strategizes before a game (planning), practices before the game (implementing) and then plays the actual game (executing). Then evaluating the game tape to learn what went well and what still needs improvement. 🍷

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