

# Brandon Mitchell

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## Experience



### Regional Sales Manager

Liberty Sales & Distribution, LLC

Mar 2024 - Present (5 months)

Liberty Sales & Distribution manufactures and promotes a variety of products serving the transmission, gathering, midstream and distribution companies in the natural gas and water industries throughout the northeast United States.



### Division Sales Manager

IPS Packaging & Automation

Mar 2023 - Mar 2024 (1 year 1 month)

Founded in 1976, IPS Packaging & Automation is a family-owned and operated business that specializes in supplying our customers with comprehensive packaging solutions. With over 40 years of experience in the industry, we are a nationwide leader in packaging products, equipment, and service.

Our corporate headquarters are located in Fountain Inn, SC and we're proud to say that IPS Packaging & Automation is integral to the packaging processes of a wide variety of different businesses and manufacturing facilities across the United States.

Our mission is to be your trusted partner for industrial packaging supplies, automation, and service, as well as providing you innovative solutions and customized programs to exceed the needs of your company and your customers.



### Business Development Manager - Midwest

Vector Corrosion Technologies

Sep 2021 - Aug 2023 (2 years)

Our team includes over 70 professional engineers, technologists, business development managers, manufacturing technicians, support staff, and field personnel who are dedicated to preserving concrete structures. We're proudly known for our unsurpassed quality, customer service, experience, and our deep commitment to integrity. From our offices in Canada, the UK, and the United States, we serve clients worldwide across a range of repair markets.

As leaders in the corrosion repair industry, we actively participate in associations such as the American Concrete Institute (ACI), International Concrete Repair Institute (ICRI), and Association for Materials Protection and Performance (AMPP). View more of our partnerships and industry associations, or learn more about what we do.



### Vice President Of New Business Development

Inroads

Aug 2020 - Aug 2021 (1 year 1 month)

Our Mission & Vision

Inroads Analytics was formally launched in October 2019 with a belief that joining people with data will transform an organization. We envision frontline teams empowered with data science and decision science to consistently translate insights into enrollment wins.

## **Regional Sales Manager**

Imperial Supplies

Nov 2010 - Aug 2020 (9 years 10 months)

2015 Grainger Annual Achiever Award (Regional Sales Manager - Imperial Supplies)

2016 Imperial Supplies Sales Achievement Award

Imperial Supplies is a national distributor of quality maintenance products. Founded in 1958, Imperial services customers through a nationwide network of regional distribution centers.

Imperial has built its reputation by offering customers highly efficient methods to order and monitor purchases.

Our philosophy has been based on the partnership concept. We have formed relationships with our customers by tailoring our services to meet their changing needs. We have designed a system to reduce costs through efficient ordering means and stringent controls. This approach has made us the industry leader in pioneering new technology.

- First national parts distributor to use barcode technology to automate order entry.
- First to provide detailed, custom reporting.
- EDI capabilities further enhance our customer interface system.
- Custom corporate programs for customers' changing needs.
- Fully Integrated Chemical Program
- Product Recommendation and Standardization Programs.
- Inventory Reduction Program
- Supplier Diversity Policy.

## **Education**

### **Indiana Wesleyan University**

Bachelor of Science - BS, Business Management

## **Skills**

Miller-Heiman Strategic Selling • Strategic Communications • New Business Development • Outside Sales • B2B • Sales • Account Management • Sales Operations • Management • Manufacturing

## **Honors & Awards**

### **2015 Grainger Annual Achiever Award (Regional Sales Manager - Imperial Supplies) - Grainger/Imperial Supplies**

Dec 2015

CHICAGO, MARCH 25, 2015 – Grainger (NYSE: GWW), the leading broad line supplier of maintenance, repair and operating (MRO) products serving businesses and institutions, today

announced the Americas-based team members who earned its President's Club honor, the company's most prestigious level of achievement.

"I am proud to induct this year's group of President's Club recipients," said Grainger Chairman, President and CEO, Jim Ryan. "The Grainger President's Club is quite a distinction, as it recognizes our sales and customer service team members who consistently increase year-over-year sales. This is a significant achievement and one that reflects Grainger's core values of working closely with our customers to provide services, expertise and products that help them solve their biggest MRO challenges."

The Grainger President's Club began in 1988. To earn this honor, one must be 100 percent of goal or higher for at least three consecutive years. Based on performance in 2014, 47 Americas-based employees earned the President's Club honor out of more than 4,700 employees who were eligible.

During the year, President's Club inductees will serve on the President's Advisory Council to provide valuable insight and feedback to Grainger's executive leadership team.

### **2016 Imperial Supplies Sales Achievement Award - Grainger/Imperial Supplies**

Feb 2016

Awarded for three consecutive years of Sales Achievement