

Andrew Schenk



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PROFILE

Dynamic and results-driven Sales and Marketing leader with a track record of achieving success in the Automotive Aftermarket. Recognized as a top-performing sales leader, specializing in cultivating long-term, growth-driven partnerships.

WORK EXPERIENCE

01/2022 – PRESENT MURFREESBORO, TN Channel Expansion - National Accounts FOX Factory, Ridetech

Responsible for \$6.4M Dealer/Installer Channel
Quadrupled new dealer revenue, \$1.3M annually
Tripled net new dealer sign-ups, 30 to 116 annually
Implement Dealer Growth Rebate Program
Manage all Marketing communications
Manage ecom business with Amazon, eBay, Walmart
Weekly reporting and analysis

03/2020 – 09/2021 NASHVILLE, TN National Account Sales Manager ITW Global Brands

Big box retail sales. Responsible for ITW automotive brands for Lowe's, Tractor Supply, Menard's

- Responsible for meeting sales goals, negotiation
- Develop annualized sales budgets
- Work closely with Marketing to implement robust market driven plans
- Regularly analyze sales data

01/2016 – 03/2020 FRANKLIN, TN Media Account Executive RTM Studios (PowerNation TV)

Consultative media sales position managing \$2M, 20 automotive brands consisting of high complexity advertising offerings. Responsible for revenue retention and growth of customer base.

09/2015 – 01/2016 NASHVILLE, TN Corporate Client Executive Verizon Enterprise Solutions

Consultative field sales position of 20 customers consisting of high complexity telecom products.

Left Verizon to follow passion of car building tradition with PowerNation TV.

WORK EXPERIENCE

12/2012 – 09/2015 FRANKLIN, TN Senior Account Executive Cybera

Responsible for the top potential clientele for Cybera. Partnered with customer stakeholders to understand the security concerns unique to each vertical's environment. Responsible for cultivating and growing our strategic revenue streams within the restaurant, retail, and Oil & Gas verticals.

06/2008 – 12/2012 NASHVILLE, TN Technical Solutions Consultant Dell

Consumer Sales to Technical, Strategic Business
Technical Solutions Consultant
Emerging Business Representative
Business Development Representative
Consumer Inbound Sales

EDUCATION

01/2004 – 12/2008 EVANSVILLE, IN Marketing | Bachelor of Science University of Southern Indiana 3.82 out of 4.0 GPA

HOBBIES



Playing with my three kids - 8,6,3



Everything Automotive and posting!



Capturing moments with Social Media

SKILLS

Sales Strategy
Sales Forecasting
Social Media Marketing
Email Marketing
MS Excel
Time Management
Active Listening

