

GARRETT GREGG

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Sales & Relationship Management | Territory Growth | Medical & Consumer Products

Driving territory expansion, accelerating product visibility, and strengthening customer relationships to outperform revenue goals

Sales professional, increasing market share across medical device and consumer product sectors. Manage complex territories, build high-impact client relationships, and influence purchasing decisions in high-pressure environments. Deliver consistent sales growth by negotiating prime shelf space, coaching buyers on high-value products, and streamlining account operations to improve satisfaction and repeat business. Translate sales strategy into action through targeted promotions, cross-functional coordination, and in-field execution. Outperform sales targets, energize teams, and deliver high-stakes product presentations. U.S. Marine Corps Veteran.

Account Management | Territory Management | Strategic Planning | Customer Relationship Building
Promotional Planning & Execution | Data Analysis & Sales Reporting | Medical Device Sales & Case Coverage
Inventory & Supply Chain Coordination | Contract Negotiation & Shelf Strategy | Technical Product Demonstration
Ultrasonic Testing (UT Level II Certified) | Cross-functional Collaboration | Problem Solving | Negotiation

Professional Experience

COCA-COLA CONSOLIDATED | Charlotte, NC

Value Account Manager

08/2022 – Present

Manage and grow relationships across 80+ retail accounts in Shelby, Forest City, and Rutherfordton territories. Analyze sales trends and execute promotional strategies, increasing revenue and market share. Lead execution of merchandising plans, product placement, and inventory rotation at Dollar General, Family Dollar, and Dollar Tree locations. Collaborate with delivery teams and internal departments, maintaining customer satisfaction. Negotiate shelf space and pricing with store managers to maximize brand visibility and exposure. Consistently meet or exceed monthly sales targets and performance KPIs.

- Ranked 1st in 2022 Monster Energy Competition by driving highest sales increase over 3-month period.
- Progressed from Account Developer to Sales Account Manager, then promoted to Value Account Manager.

TORLAN SURGICAL (Fusion Orthopedics) | Charlotte, NC

Sales Representative

05/2021 – 08/2022

Advised surgeons during live procedures, supporting product use and surgical precision. Presented innovative foot and ankle surgical hardware and implants to surgeons at numerous conventions. Maintained inventory levels across surgery centers and physician offices to avoid case delays. Built strong relationships with surgeons and clinical staff, expanding territory book of business. Trained 7 new surgeons on product use and best practices.

- Opened two new surgery center accounts, contributing to 16% sales growth.

CARPENTER TECHNOLOGY | McBee, SC

Non-Destructive Inspector Level II (UT)

03/2020 – 03/2021

Led training sessions for Level 1 inspectors and trainees on material inspection procedures, equipment usage, and software tools. Electronically calibrated non-destructive test equipment per aerospace procedures. Supported trainee certifications from entry to Level 1 and guided Level 1 inspectors toward Level 2 advancement.

AFLAC | Florence, SC

Insurance Producer

03/2019 – 03/2020

Developed and presented sales pitches, establishing new client accounts for AFLAC. Listened to business owners' needs to determine best solutions, better assisting their companies.

WYMAN-GORDON | Dillon, SC

Non-Destructive Inspector Level II (UT)

01/2016 – 03/2019

Conducted tests, maintaining quality, or detecting discontinuities using ultrasonic immersion methods. Managed communications with customers regarding issues or concerns regarding their orders.

- Facilitated testing and customer communication efforts, contributing to reduced defects, faster turnaround times, and improved customer satisfaction.
- Surpassed inspection quota by at least 3% each quarter through safe and consistent part inspections.

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Professional Experience (continued)

UNITED STATES MARINE CORPS | Okinawa, Japan

Aircraft Mechanic

06/2010 – 05/2015

Accompanied aircrew on flights to recommend necessary in-flight adjustments and corrections. Conducted inspections to examine landing gear and hydraulic systems IAW aviation specifications. Led team activities, such as formations, barracks cleanups, and PT exercises.

- Earned CDI qualification, authorizing inspection and sign-off of junior Marines' aircraft maintenance work for quality and compliance.
- Awarded National Defense Service Medal, Global War on Terrorism Service Medal, Sea Service Deployment Ribbon, two Meritorious Masts, Expert Rifle Badge, and Good Conduct Medal.

Education

MEDICAL SALES COLLEGE | Charlotte, NC

Orthopedics/Extremities

Technology

CRM Systems (Salesforce, SAP) | MS Office (Word, Excel, PowerPoint, Outlook, Teams)