



# ***Eby-Brown***

***A Performance Food Group Company***

**Briefly describe what you do at your company and what your company does.**

I am the National Director of Business Development at Eby-Brown Company, a leading Convenience Store distributor, and a member of the Performance Food Group family. I am responsible for developing and cultivating retailer relationships and new business development. Eby-Brown delivers innovative foodservice and merchandising solutions, along with valuable technology and insight to more than 10,000 c-store retailers across North America. Our goal is to make business easy, and profitable for our customers.

**What do you like best about your company?**

Eby-Brown is truly a family. We check-our-titles-at-the-door when it comes to servicing our customers and supporting each another.

**Before working at your current company, name some of the companies you worked for or some of the jobs you have held.**

Prior to joining Eby-Brown, I spent three years in the financial industry, as well as owning and operating several startup companies. I've accomplished all of this, while being a full-time mother of two amazing children, Tatum and Tyler.

**Biggest challenges (work or professional) you have faced. How did you overcome them?** It is imperative to be heard and valued as a partner and not just seen. Especially given today's challenges and the limited amount of inter-personal opportunities. Meetings, events, and dinners have been limited, if not completely absent this past year. I've learned to listen, empathize to discover challenges and

collaborate to uncover meaningful, and profitable solutions for our retail partners. I am extremely passionate about my work and focused on creating value with every activity. These traits have played a critical role in my success and help me overcome the many challenges we face in what is a very dynamic, ever-changing industry.

### **Tell us something we do not know about you or your company.**

Eby-Brown works hard to recruit, elevate and grow the roles of women within the company. Personally, I am a proud and active member of other key industry organizations including WPMCA, NCPCM, GACS, FAWD, IAWD. I hold board seats for VWDA and NCWA and was recently appointed the NACS Supplier Committee. I also have a music degree, play classical piano and love to play competitive tennis.

### **How did you find out about SCCPMA (Previously known as SCPMA or SCACS)?**

Our friends and partners at Swisher highly recommended Eby-Brown join.

### **Why did you join?**

To connect and establish long lasting relationships with our vendor partners, retailers, and other distributor members. Eby-Brown wants to make a difference and impact the industry through active participation and helping serve organizations like SCCPMA.

### **What SCCPMA event(s) do you like the best and why?**

The annual golf outing is an exceptional way to meet industry leaders, relax, and remind myself I should take golf lessons. There are some amazing golfers who attend. However, my favorite was the Members Appreciation Day. I had a blast learning to skeet shoot and even took second place in my division! I look forward to both of these events in 2021 as well as the fishing tournament.

### **What do you enjoy doing in your spare time?**

I enjoy engaging and competing in numerous athletic and musical activities with my family and friends, as well as traveling and exploring new places. I look forward to when we can all go back to attending our favorite sporting events and concerts.

### **What motivates you?**

Cultivating relationships and connecting others both personally and professionally. I love having the opportunity to meet hundreds of people all around the country and finding ways to connect them and share their successes and stories.

### **What advice would you give to your younger self or others?**

Be patient. You don't have to have all the answers by 25 and you won't. Work hard, contribute, and give back to your community.