Garrett Lindqvist

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September 15, 2026

Mr. Alvarez
Sysco Kansas City
Olathe, KS

Re: Sales Consultant, Northland Territory

Dear Mr. Alvarez,

For five years I have competed with Sysco reps for the same independent kitchens north of the river, so I know which Northland accounts buy on price, which buy on service, and which have been waiting for someone to help them fix their food cost. Your opening for a Sales Consultant in that territory is the one role I would leave Heartland Fresh Foodservice for.

I run a territory of 68 restaurant, bar and catering accounts across Clay and Platte counties, about $4.3M in annual sales. Over the last three years I grew its weekly gross profit from $14,900 to $18,600, mostly by adding lines to accounts I already had rather than cutting price to win new ones. Last year I opened 17 new street accounts, including a six-unit taco group I moved over after walking the owner through cost per plate on his top ten items.

Before sales I spent almost four years as a kitchen manager at Westport Smokehouse, ordering from three distributors. That is why my calls usually start with a product cutting or a menu costing sheet instead of an order guide, and why 11 of my accounts switched to a portioned chicken program. I also watch credit closely; my past-due receivables have stayed under 2% of sales.

I would be glad to ride along with one of your consultants for a day or meet you at the Olathe office. My ServSafe Manager certification is current.

Thank you,

Garrett Lindqvist