Garrett Lindqvist

Territory Sales Representative · Foodservice Distribution

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SUMMARY

Outside sales representative with 7 years selling to restaurants, the last 5 running a $4.3M broadline foodservice territory north of the river. Former kitchen manager who grows existing accounts through menu costing and product cuttings, and protects margin on commodity lines.

EXPERIENCE

Territory Sales Representative · Heartland Fresh Foodservice — May 2021 – Present

Kansas City, MO

- Managed 68 independent restaurant, bar and catering accounts in Clay and Platte counties, about $4.3M a year.
- Grew weekly territory gross profit from $14,900 to $18,600 in 3 years by adding lines to existing accounts.
- Opened 17 street accounts in 2025, including a 6-unit taco concept won from a competitor on cost per plate.
- Ran product cuttings and menu costing sessions for chefs, moving 11 accounts from commodity chicken to a portioned program.
- Cut territory past-due receivables below 2% of sales by setting COD terms early with 5 slow-paying accounts.

Inside Sales Representative · KC Restaurant Supply — Feb 2019 – Apr 2021

Kansas City, MO

- Took 40 to 60 phone and email orders a day for equipment and smallwares, quoting from the catalog and checking stock in the ERP.
- Booked $1.1M in equipment sales in 2020, mostly reach-in coolers, fryers and hood replacements for restaurants reopening.

Kitchen Manager · Westport Smokehouse — Jun 2015 – Jan 2019

Kansas City, MO

- Placed about $14K a week in food and paper orders with 3 distributors, holding food cost at 30% to 32%.
- Trained and scheduled a line of 12 cooks; the kitchen passed every city health inspection over 3 and a half years.

EDUCATION

B.S. Hospitality Management · Kansas State University — May 2015

SKILLS

Selling: Territory planning, Account penetration, Menu costing, Product cuttings and demos, Pricing and margin management, Credit and collections

Product Knowledge: Center-of-plate proteins, Produce, Dairy, Disposables, Smallwares and equipment

Tools: Salesforce, Excel, Mobile order entry, Route planning

CERTIFICATIONS

ServSafe Food Protection Manager, National Restaurant Association