

## **William “Alan” Brown**

755 Saint Andrews Drive, Suite 30-103  
Murfreesboro, TN 37128  
(615) 218-4898  
Born February 9, 1978  
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### **Objective**

To obtain a position in a organization that utilizes the achievements, skills, strategic thinking and leadership abilities that enable me to consistently exceed marketing and sales oriented goals under less than ideal economic conditions.

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### **Education**

<b>Middle Tennessee State University</b> <i>Bachelor of Science in Industrial Studies: Concrete Industry Management</i> Minor: Business & Marketing GPA: 3.0	<b>Murfreesboro, TN</b>    <i>December 2000</i>
<b>Riverdale High School</b> High School Diploma GPA: 3.2	<b>Murfreesboro, TN</b>    <i>May 1996</i>

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### **Experience**

<b>2003 – Present</b>	<b>Metro Ready Mix Concrete</b> <b>Director of Marketing/Plant Manager</b> • Promotion of all name and brands • Prospecting & developing of customer/client relationships • Sales, budget, & forecasting of all business activity • Development of business & marketing plans to add to bottom line • Also spent 2 years as plant manager of differing plant locations	<b>Nashville, TN</b>
<b>2000 – 2003</b>	<b>Lafarge North America</b> <b>Project Manager / Assistant Marketing Manager</b> • Managed bridge project and customer relations of Creve Coeur Bridge • Worked alongside Marketing Manager of Western United States • Developed market studies and developed brands to benefit product line • Covered state of Missouri in many marketing related duties	<b>St. Louis &amp; Kansas City, MO</b>
<b>1996 – 2000</b>	<b>Irving Materials Inc.</b> <b>Asst. Plant Manager /Quality Assurance Representative</b> • Worked full-time throughout college in running of concrete plant • Helped manage 15 truck drivers and high-volume/high revenue location • Helped manage quality assurance laboratory • Aided and assisted with customer complaints	<b>Murfreesboro, TN</b>

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**1996**                      **Square D**                                      **Smyrna, TN**  
**Assistant to Safety Director - Internship**  
• Aided and assisted in all safety training/inspections  
• Helped in design and implementation of safety policies

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**Industry & Community Involvement**

**CIM Patrons**

**Past-President 2005**

Steering Committee/Fundraising group for MTSU

**Society of Marketing Professional Services**

**Director at Large / Education Chairman 2008-09**

Industry group of Architects/Engineers/Contractors (100 Members)

**Associated General Contractors – Construction Leadership Council**

**Board Member / Education Chairman 2008-09**

Middle Tennessee Group of GC's working together (150 Members)

**Tennessee Concrete Association – Future Leaders**

**Vice-President 2006**

Group of concrete industry suppliers & producers under the age of 40

Also: *Current Member of Associated Builders & Contractors, Rutherford County Chamber of Commerce, & United States Green Building Council of Middle Tennessee*

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**Collegiate & High School Leadership Roles**

**Pi Kappa Alpha**

**Vice-President**

**1999-2000**

**Social Chairman**

**1997-1999**

**American Concrete Institute**

**Founding Member & Vice President**

**1997-1998**

**Delta Sigma**

**Vice-President**

**1995-1996**

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## References

- Kelly Dando** Executive Director of AGC – Middle Tennessee  
Nashville, TN (615) 440-7486
- Gene Matthews** Business Development Manager - QORE  
President of SMPS – Middle Tennessee  
Nashville, TN (615) 804-5506
- Bob Elliott** Lafarge North America - Senior Sales Representative  
Memphis, TN (901) 652-6935
- Don Wright** Billboard Consultants - Owner  
Southeastern United States (615) 904-4807
- Heather Brown** Director of CIM Program at MTSU  
Murfreesboro, TN (615) 653-6206