



Mike Williams: Profile

Mike is proven highly effective in sales, strategic planning, execution, and resource management within various organizations. He has demonstrated expertise and positive results in organizations such as The Coca-Cola Company, Mobil Chemical Company (Now Exxon Mobil) as well as The United States Army. Mike has over 26 years of sales, marketing, and business management experience within Fortune 500 companies. He is a motivated team leader, known for building capabilities within an organization to achieve superior results.

Currently, Mike is the President and Head Coach of M & T Business Growth Solutions, LLC dba The Growth Coach of Northern VA. Mike provides executive business and sales coaching to business owners, franchisees, sales professionals, executives as well as managers of all business sizes.

Mike was a part of The Coca-Cola Company, specifically, Coca-Cola North America for over 20 years. Mike's positions included Account Executive, Business Development Manager, Foodservice Sales Executive, On Premise Manager and Distribution National Sales Executive. Mike negotiated the first national soft drink agreement with Five Guys restaurants. As a Distribution National Sales Executive within the National Distribution Organization, Mike was responsible for total volume of over 15MM cases of products across multiple channels of business. Mike managed and supported 32 foodservice distributors to include responsibility as the headquarters lead contact for the third largest national foodservice distributor in the United States.

At Mobil Chemical Company, Mike served as a Production Supervisor, Plant Training Supervisor, Recycling Coordinator, as well as a Sales Representative. As a Sales Representative, Mike was responsible for sales in excess of \$3MM and over 300K in case volume.

Mike also served as an Officer in The United States Army. Mike was a Company Commander responsible for over 160 soldiers and over \$2MM worth of equipment. As an Army Captain and Company Commander, Mike dramatically improved the company's readiness through skills training and qualification, physical training, strategic planning, and field training exercises.

Mike holds a Bachelor of Science Degree from Morgan State University. He graduated Magna Cum Laude and is also a Distinguished Military Graduate.

Mike is certified in The Strategic Mindset coaching process which adheres to standards, practices, and policies that the International Coaching Federation has set forth in their Code of Professional Standards and Ethics.

Mike has been married to his wife Tina for over 32 years, and currently lives in Fredericksburg, VA. He has two children Aaron and Alexis Williams.