**[Vice President Sales Manager](https://www.postjobfree.com/resume/ad117d/vice-president-sales-manager-wheaton-il)**

**Location:**Wheaton, IL

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**Contact Info:**

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**Resume:**

PETER M. OLANDER

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WORK HISTORY

6/2018 to Present Founder / CEO

Happie Brands – A wellness company focused on alternative and natural methods to help people lead healthier lifestyles. Started in the CBD industry and expanded into the California cannabis market with a compliant manufacturing facility in Santa Rosa, CA.

• Developed and launched Happie Brands in national markets and the California regulated cannabis industry.

• Secured placement of Happie Water CBD in Sysco Foods network and 25+ grocery stores in the Chicagoland metro area

• Led R&D formulation of HalfPipe cannabis brand, resulting in a manufacturing contract for Halfpipe product lines.

• Launched Happie THC line of products in California dispensaries in October 2022. 2/2016 to 6/2018 Chief Operations Officer

Nutrition53 – A cutting-edge nutrition company founded by NFL great Bill Romanowski. Lean1 is a nationally distributed and featured on Smoothie King’s corporate menu board. Responsibilities included oversight of finances and operations, as well as point of contact for vendors, investors, and strategic accounts.

• Turned company around to achieve profitability within first year of employment.

• Completed successful capital raise of $2MM for business expansion and product launch of nutrition bars.

• Implemented Oracle NetSuite software to establish better monitoring and KPIs for management and shareholders.

2/2014 to 2/2016 Sales – Regional Sales Manager

AASONN - Cloud Based HR software solutions and SAP implementation consulting firm focused on improving employee and company performance through user-friendly processes and systems.

• Consistently ranked in the top 5 sales performers within the company.

• First sales representative to secure new product offering of Business Process Outsourcing (BPO) Line of Business, representing a +400% profitability increases over standard company offerings. 10/2012 to 1/2014 Director of Finance

Swan Energy Inc. – Energy company focused on U.S. based oil and gas drilling projects.

• Established reporting and financial systems securing bank financing for drilling programs.

• Implemented a $14,000,000 company budget of capital expenditures.

• Created new revenue streams by cultivating successful partnerships with private and institutional investors, generating more than $15,000,000 revenue. 10/2007 to 09/2012 Banking - Vice President

First Western Trust Bank

• Surpassed annual quota by 150%, growing book of business to $55,000,000 in first two years through new relationships to the bank.

• Managed the most profitable client portfolio in the company within two years. 08/2003 to 09/2007 Banking Private Banker

JPMorgan Chase – Denver, CO

• Selected as one of the twelve bankers nationally for the credit training program in the Private Client Services division in Chicago.

• Top Performer in sales and book of business growth every year at the company. EDUCATION

2000 Bachelor of Science: Finance and Marketing

University of Iowa - Iowa City, IA