

12:37



🔍 Bryan M.



**Bryan M.** · 2nd

Business Development Leader | Market Execution Pro | Marine 🇺🇸 🦅 🌍 ⚓ | Veteran 🇺🇸 Councilman |

Rockwall, Texas, United States

369 followers · 329 connections



Randee Strand and Jay Johnson are mutual connections

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## About

A driven and experienced executive providing solid operations leadership and revenue growth in dynamic, fast paced, competitive environments; fully capable of leading a full array of business development responsibilities, as well as general business operations and account management.

Dedicated to personal and professional



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## About

A driven and experienced executive providing solid operations leadership and revenue growth in dynamic, fast paced, competitive environments; fully capable of leading a full array of business development responsibilities, as well as general business operations and account management.

Dedicated to personal and professional development, with extensive team building and management skills learned while serving in the Marines, and in Public Office. A consummate professional passionate about driving best in class business results while helping others to be their best.

## Activity

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369 followers

Bryan M. commented on a post • 10mo

Great seeing you there and chatting with you. Great messages...

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## Experience



**CFO BEEM LIGHT &  
WELLNESS HEATHH**



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Nov 2022 - Mar 2025 · 2 yrs 5 mos  
Rockwall County, Texas, United States ·  
On-site

City Council Member – Budget  
Management, Analysis, Residκ...see more

📌 **Team Leadership, Community  
Development and +3 skills**

**Show all 9 experiences →**

## Education



### Dallas College

Associate of Science - AS, Criminal  
Justice/Police Science  
1996 - 1998



### Coastal Carolina Community College

Fire Science/Fire-fighting  
1993 - 1996

Studied Fire Science while serving as a  
Volunteer Firefighter in North Carolina.

## Skills

### Financial Analysis



CFO BEEM LIGHT & WELLNESS HEATHH at  
beem Light Sauna



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Bryan M.

## Experience



### CFO BEEM LIGHT & WELLNESS HEATHH

beem Light Sauna · Self-employed  
Oct 2024 - Present · 11 mos



**Account Management, Financial Analysis and +6 skills**



### Mayor

City of McLendon-Chisholm · Full-time  
May 2024 - Present · 1 yr 4 mos



### Member Board of Directors

Rockwall County  
Nov 2022 - Present · 2 yrs 10 mos  
Rockwall County, Texas, United States · On-site

BOARD MEMBER – ROCKWALL COUNTY EMS [...see more](#)



**Emergency Management, Planning Budgeting & Forecasting and +3 skills**



### Chief Executive Officer

KAM Productions · Self-employed  
Jan 2012 - Present · 13 yrs 8 mos  
Dallas-Fort Worth Metroplex · Hybrid

Full Service Media and Event Production Company - DJ, Lighting, Sound



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Bryan M.



### Chief Executive Officer

KAM Productions · Self-employed

Jan 2012 - Present · 13 yrs 8 mos

Dallas-Fort Worth Metroplex · Hybrid

Full Service Media and Event Production Company - DJ, Lighting, Sound

Corporate Events, Music Industry and +4 skills



### City Council Member

McLendon-Chisholm (Rockwall)

City Council

Nov 2022 - Mar 2025 · 2 yrs 5 mos

Rockwall County, Texas, United States ·

On-site

City Council Member – Budget Management, Analysis, Resid€...see more

Team Leadership, Community Development and +3 skills

Show all 9 experiences →

## Education



### Dallas College

Associate of Science - AS, Criminal Justice/Police Science

1996 - 1998



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## Experience



### Andrews Distributing

Full-time · 13 yrs 6 mos

Dallas-Fort Worth Metroplex · Hybrid

- **Market Development Manager**

Jan 2012 - Jan 2023 · 11 yrs 1 mo

Expanded revenue and profit through the National Field Marketing management of key accounts in the Premium, Craft, and Import beer markets in the fastest developing market segment in North Texas.

- Full cycle end-to-end business development professional maintaining gross revenues in excess of \$7M for the On-Premise North Texas market.
- Actively managed 400+ accounts in one of the largest geographic territories in North Texas.
- Adept at identifying competition product and service gaps, then executing key takeaways by mobilizing cross-functional teams and aligning efforts to complete projects along company timelines, meeting, and often exceeding customer expectations.
- Consistently drive success by communicating and executing National marketing strategies with key stakeholders/buyers to demonstrate the sales benefits of Andrews's



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## Experience

- **On Premise Sales Representative**

Aug 2009 - Jan 2010 · 6 mos

Expanded revenue and profit through the National Field Marketing management of key accounts in the Premium, Craft, and Import beer markets in the fastest developing market segment in North Texas.

- On premise sales representative responsible for managing a primary portfolio of 120+ accounts and multi-millions in sales revenue.
- Introduced more than 50 new products. Increased YOY revenue more than 10% during COVID r recession.
- Responsible for total accurate route inventory control and correspondent order generation to ensure customer satisfaction in eliminating "out of stocks" and preventing company loss of profitability.
- Key territory field marketing representative responsible for the consistent execution of "top-down" corporate marketing initiatives.
- Oversight of daily incremental sales through increased volumetric ordering of crucial brands during key times of the year.
- Daily customer relationship management and dispute resolution

**Skills:** Direct Sales · Sales · Sales



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## Experience

executing key takeaways by mobilizing cross-functional teams and aligning efforts to complete projects along company

timelines, meeting, and often exceeding customer expectations.

- Consistently drive success by communicating and executing National marketing strategies with key stakeholders/buyers to demonstrate the sales benefits of Andrews's Distributing Portfolio and achieving profitability through interactive marketing programs and tailored customer "experiences".

**Skills:** Marketing Strategy · Sales Promotion · Sales Operations · Sales Management · Market Research

- **Key Account Sales Executive**

Jan 2010 - Jan 2012 · 2 yrs 1 mo

Key Account Executive – Sports Solutions, Venues, and DFW International Airport  
Hand Selected by Company Owner and Senior Leadership for Pilot High Visibility, High Volume Account Activation. Develop and Maintain Mission Critical 1st impression touchpoints

- Led business development for Dallas Ft. Worth International airport. 132 National and Local Key



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## Experience

- Led business development for Dallas Ft. Worth International airport. 132 National and Local Key Accounts, resulting in `3 Million touchpoints.
  - Managed DFW Int'l Airport sales logistics - Drove priority same day deliveries three times weekly; more than 3 Million units of sales annually, resultant client profitability remains in excess of 9 Million annually
  - Repositioned service offerings and go to market strategy of 50 Key Accounts integral to the success of Molson-Coors "Superbowl XLV Experience", driving increased product visibility and event attendance.
  - Completed managed services execution of the Molson-Coors "Superbowl Experience" at Dallas' Convention Center. Over 5 thousand in attendance.

**Skills:** Marketing Strategy · Marketing Event Planning · Business Development · Sales · Sales Operations · Sales Management · Strategic Planning · Account Management

### • **On Premise Sales Representative**

Aug 2009 - Jan 2010 · 6 mos

Expanded revenue and profit through the National Field Marketing management of



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## Experience



### United States Marine Corps

United States Marine Corps · Full-time

Sep 1991 - Sep 2009 · 18 yrs 1 mo

US and Global Service · On-site

A nationally recognized and highly skilled Executive Leader with a demonstrated record of success and achievement in Legal Advisory and Unit Effectiveness and Readiness in both Peace and Wartime

2000 to 2009: Company

Gunnery Sergeant

Nationally medaled USMC Executive Leader specializing in Corps Effectiveness and Readiness.

- Managed company budgets and inventory controls
- Weekly company briefs of First Sergeant and Company Commanders
- Sole Executive Leader responsible for managing and tracking all legal correspondence for the unit.

Exemplary performance and only unit to be awarded a "noteworthy" inspection rating by the

Commanding General for new SOP

- Tasked with training all battalions with 2nd FSSG in this award-winning SOP

• Awarded The Navy Achievement Medal, with Gold Star: USMC's 18th Highest Award and

Subsequent Secondary Recognition



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**Skills:** Finance · Logistics Management · Legal Compliance · Operations Management · Budget Management · Executive Management



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Rockwall, Texas, United States · [Contact info](#)

390 followers · 329 connections

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## ← Experience



### CFO BEEM LIGHT & WELLNESS HEATHH

beem Light Sauna · Self-employed

Oct 2024 - Present · 1 yr 7 mos

**Skills:** Account Management · Financial Analysis · Business Analysis · Accounting · Advertising · Online Advertising · Auditing · Financial Accounting



### Mayor

City of McLendon-Chisholm · Full-time

May 2024 - Present · 2 yrs



### Member Board of Directors

Rockwall County

Nov 2022 - Present · 3 yrs 6 mos

Rockwall County, Texas, United States · On-site

BOARD MEMBER – ROCKWALL COUNTY EMS

- Budget Analysis, Contract EMS Supplier Management (Ambulatory Services)

**Skills:** Emergency Management · Planning Budgeting & Forecasting · Budget Process · Team Management · Emergency Medical Services (EMS)



### Chief Executive Officer

KAM Productions · Self-employed

Jan 2012 - Present · 14 yrs 4 mos

Dallas-Fort Worth Metroplex · Hybrid

Full Service Media and Event Production Company - DJ, Lighting, Sound

**Skills:** Corporate Events · Music Industry · Brand Development · Event Management · Venture Capital · Go-to-Market Strategy



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**City Council Member**

McLendon-Chisholm (Rockwall) City Council

Nov 2022 - Mar 2025 · 2 yrs 5 mos

Rockwall County, Texas, United States · On-site

City Council Member – Budget Management, Analysis, Residence and Business Development

Skills: Team Leadership · Community Development · Strategic Planning · Budgeting · Marketing



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Full-time · 13 yrs 6 mos

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Jan 2010 - Jan 2012 · 2 yrs 1 mo



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Key Account Executive – Sports Solutions, Venues, and DFW International Airport  
Hand Selected by Company Owner and Senior Leadership for Pilot High Visibility, High Volume Account  
Activation. Develop and Maintain Mission Critical 1st impression touchpoints

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