

# MAC ROGERS

## CONTACT

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## EDUCATION

Robert Morris University - Moon  
Township, PA

## VOLUNTEER & INTERESTS

- Volunteer Soccer Coach, City Recreational League
- Booster Club Board Member, The First Academy
- Fundraiser Supporter, Grace Medical Home, Orlando

## REFERENCES

Available upon request

## CORE COMPETENCIES

- Vendor & Distributor Partnerships
- P&L Management & Financial Strategy
- Ecommerce & Technology Integration
- Contract Negotiation
- Staff Development & Team Leadership
- Business Development & National Sales Events
- Process Improvement & Change Management

## EXECUTIVE SUMMARY

Strategic, results-driven executive with 20+ years leading B2B wholesale operations in the office and computer products industry. Proven track record of growing revenue through collective buying strategies, vendor partnerships, and ecommerce innovation. Adept at aligning technology, sales, and operations to boost profitability and expand market reach. Recognized for collaborative leadership and for delivering multi-million-dollar contract savings for customers.

## PROFESSIONAL EXPERIENCE

### Vision Business Products - Orlando, FL

B2B Wholesaler of office and computer products serving US and Canadian markets.

#### President | 2014-2024

- Managed relationships with 85+ distributors and 30+ manufacturers, driving collective buying power and savings of 10-20% below market pricing.
- Negotiated multi-million-dollar annual contracts with HP, Fuji Film, and IBM, expanding product offerings and boosting distributor profitability.
- Retained 90% of buying-group members year over year until 2019 market disruption.
- Directed 15+ staff across finance, IT, sales, and operations: implemented new services and national wholesale agreements that fueled steady revenue growth.

#### Vice President, Sales | 2004-2014

- Increased distributor base by 15 new partners and executed a major merger that elevated purchasing power.
- Produced annual global distributor conferences (300+ participants, 85% attendance) for training, problem-solving, and partner engagement.
- Introduced sales incentive programs that accelerated growth and deepened vendor relationships.

#### IT / Ecommerce Manager | 1997-2014

- Developed ecommerce platform adopted by distributors, boosting sales and reducing costs.
- Built company's first 24/7 ecommerce website, strengthening brand presence and expanding market reach.
- Established in-house IT department to streamline network, fleet, and email operations, improving efficiency.

#### Tucson Country Club - Tucson, AZ | 1994-1997

- Supported daily golf operations and customer services under the Director of Golf.