

# Christopher C. Darrow, Sr.

## Experienced Wholesale Professional

Motivated procurement professional with over 40 years of experience in wholesale distribution across industrial, commercial, and residential sectors. Proven track record of managing the full procurement lifecycle—from sourcing and negotiation to delivery—while supporting multiple companies and streamlining processes to reduce costs. Known for the ability to secure both common and hard-to-find items, including a standout example of sourcing a specialty valve from a West Coast manufacturer and ensuring its same-day delivery to a Connecticut power plant by 9:00 PM.

### EXPERIENCE

**Water Systems Sales Account Manager** 05/2023 – Present

*F.W. Webb, Company, Waterford, CT*

- Develops and grows sales within an assigned territory.
- Partner with customers to help them grow their business while maintaining awareness of competitive activity.

**Store Manager** 08/2020 – 05/2023

*F.W. Webb, Company, Norwich, CT*

- Profitably operated and grew a local branch providing the full-service distribution of plumbing supplies, heating supplies, water pumps and water treatment products.
- Completely managed the inventory system valued at about \$5 million on a daily, quarterly and annual basis.
- Oversaw and directed a team of seven (7) people to successfully staff and operate the branch.

**Inside Sales, Counter and Purchasing Representative** 01/2020 – 08/2020

*Winsupply, Inc., Bloomfield, CT*

- Ensured all sales are complete and accurate while maintaining and growing relationships with existing and new customers.
- Trained and prepared to become a manager for the newly opening Norwich branch.

**Area Purchasing Manager** 2/2018 – PRESENT

*Winsupply, Inc., Dayton, OH*

- Manage the sourcing, negotiation, purchasing and delivery of stock inventory for eleven (11) wholesale distribution companies from Florida to Upstate New York.
- Collaborated with corporate management to streamline the overall procurement process and decreased the number of vendors to **reduce total procurement costs by 15%**.
- Vendor management for primary inventory as well as other non-distribution product lines.

**President** 2/1995 – 2/2018

*Winsupply of Willimantic, CT*

- Successfully operated and grew local Winsupply company, a full-service distributor of plumbing, heating, and kitchen & bath products.
- Managed the supply and technical needs of 150 area customers, which consisted primarily of contractors and builders.
- Streamlined operations to maximize productivity and **increase ROI by 20%**.

**Assistant Manager** 8/1989 – 2/1995

*New London Windustrial, Norwich, CT*

- Performed purchasing duties, receiving, billing, accounts payable and inside sales.

**Shipping & Receiving Clerk** 10/1984 – 8/1989

*Depot Pump & Supply, North Franklin, CT*

- Performed shipping and receiving duties as well as customer deliveries.
- Assisted in installation and repair of water pumps and water treatment systems.

### PERSONAL INFO

#### Address

227 McCall Road  
Lebanon, CT 06249

#### Phone

860-465-7647

#### Email

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#### LinkedIn

[www.linkedin.com/in/chris-darrow](http://www.linkedin.com/in/chris-darrow)

### SKILLS

- Cost Reduction
- Sourcing
- Negotiation
- Purchasing
- Product Delivery
- Facility Management
- Vendor/Supplier Management
- Customer Relationships & Satisfaction
- Skilled in MS Office, Tru Commerce and Datalliance software

### LICENSES

- CT J-2 Pump & Water Treatment Installers Journeyman License

### EDUCATION

- Grundfos Pump Company (06/1999) Pump Fundamentals, Pump Selection & Hydronic Design
- AO Smith (04/1998)
- Water Heater & Design Proper Application
- Uponor (02/1998)
- Radiant Heat Design and Installation
- Norwich Regional Technical High School (06/1984) Machine Tool & Die Department

### COMMUNITY SERVICE

**Franklin Volunteer Fire Company**  
Fire Fighter 2 and Vehicle Extraction Certified

**Lebanon Lions Club**  
Past Club President, Treasurer and Fair Superintendent

**Lebanon Library Building Committee**

**New London 4-H Camp Foundation**  
Board Member