

# ConvenienceStore

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## NEWS



### The Shakeup Came

Several large M&A deals give this year's CSNews Top 100 ranking a stir.

#### INSIDE

Meet the 2015 Top Women in Convenience



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## Top Women in Convenience



### LETI ANDRADE

Director, Human Resources Integration, CST Brands Inc.

- Andrade oversees all aspects of human resources integration for new stores and industry acquisitions, as well as benefits, payroll, employee relations and training for new employees integrated through acquisitions.
- She has 18 years of experience in various human resources leadership roles in industries including health care, professional services, hospitality and education.
- Andrade is a member of the Society for Human Resource Management and the Southern Management Association.



### KELLY ANDRUS

Manager, Credit Card Services, Tesoro Refining & Marketing Co.

- Andrus is responsible for payment card acceptance, payment accounting, payment chargebacks and planning around payment acceptance (for example, EMV).
- She actively participates with the Merchant Advisory Group and sits on both the Communications and Advocacy committees, as well as the National Petroleum Energy Credit Association's Retail Program Planning Committee.
- Andrus previously worked at Alliance Data for nearly 11 years, where she held various positions in merchant banking.



### LINDA BELL

Regional Operations Manager, Turkey Hill Minit Markets, C-stores/Small Format Division, The Kroger Co.

- Bell, who holds an MBA from Rosemont College, is responsible for the sales, profitability and overall operations of 83 stores in seven markets in central Pennsylvania, as well as implementing business and strategic plans for each district and establishing programs to protect the company's assets including shrink, security/safety, internal theft and regulatory compliance.
- After serving in the U.S. Army, Bell began her career in 1995 with Amoco/BP as a field specialist and foodservice coordinator.



### LAUREN BOWERS

Regional Manager, GSP

- Bowers is responsible for the management of more than 10 retail accounts (Alon Brands, Circle K, QuikTrip, Stripes and Tesoro among them). Her job entails account service, maintaining client relationships, project management and coaching/mentoring the account team, as well as having control over the central U.S. geographical sales/account region, which includes budget oversight and account team management.
- Under her guidance, GSP won an American Advertising Award in innovative branding for work completed for Stripes.



### PERRI BRACKETT

Account Executive, Procter & Gamble

- Brackett, who has been with P&G for 30 years, manages the largest portion of its convenience channel business, which includes the Texas/Southern market. Her region is delivering three times the current business performance compared to the U.S.
- She is one of the *Dallas Morning News*' "Community Voices" columnists and is on the Network of Executive Women College Outreach Committee, where she coaches and mentors women in the MBA program.



### KAREN BROWN

Category Team Leader, Anheuser-Busch

- Brown leads all category management functions, including space management, pricing analysis, promotional analysis, assortment and more, and is responsible for beer category growth for the third largest c-store account in the U.S.
- She specializes in providing shopper-centric retail solutions to drive total store business and consults retail channels by building joint business plans utilizing trade marketing, revenue management, shopper insights, point-of-sale data and space management.



### MICHELLE DELAMIELLEURE

Senior Manager of Consumer Insights, General Mills

- DeLamielleure oversees a team of six and manages General Mills' primary and analytic research budgets both internally and externally with key retailers, as well as determines what research the company performs to address key business issues.
- She won General Mills' Best Manager of the Year, Champion Award for work on Progresso soup, and has been named manager of General Mills' mentoring program.



### ALISSA ECKER

Manager, Strategy & Customer Development, C-store Integrated Supply Chain, Kraft Foods Group

- Ecker is responsible for the execution and integration of supply chain strategies within Kraft and growth channel customers, with key projects including joint business planning and collaboration on E2E projects driving cost savings and network efficiencies.
- She has made improvements in leadership in five key areas: Eby-Brown/Armada Dry Network consolidation, c-store bracket pricing audit/compliance, opportunities with McLane Co., customer service and striving for supply chain improvements.