

Contact

6159438651 (Mobile)
willhb3@gmail.com

www.linkedin.com/in/willbarnett1
(LinkedIn)
carrgrp.com (Company)

Top Skills

Business Representation
Company Representation
Team Leadership

Will Barnett

Territory Manager @ Carruthers & Barnett | Strategic Partnerships
Foley, Alabama, United States

Summary

Will Barnett is a furniture professional with 31 years of experience in the office furniture industry. He is currently represents Carruthers & Barnett Group in 4 states, where he helps industry professionals navigate office furniture sourcing and services. He has a BBA in Management and Marketing from the University of Kentucky.

Currently representing

- * COE Wholesale Furniture Distributor - 3 Distribution Centers
- * OfficeSource - Mid-Market Furniture. In-Stock & Shipped in 3 Days
- * Boss Office Furniture Seating
- * Sunline Office Furniture Cubicles & Walls
- * Buzz Seating Alabama & Arkansas - GSA.
- * Devon Office Furniture - Cubicles

Prior to joining Carruthers & Barnett, Will was the Executive Vice President at Denney Office Furniture and Sales, He has worked on all sides of the furniture market, from being a dealer, an importer, to representing manufacturers, and has gained hands-on experience that has proven invaluable in today's market. He now specializes in custom office, mid-market, and sustainable furniture representation, and has facilitated multiple projects for corporate, education, and government clients. He is skilled in territory account management, strategic partnerships, sales, and furniture solutions. He is passionate about providing quality furniture products that meet the needs and preferences of his customers.

Experience

Carruthers and Barnett Group
Manufacturer Representative
July 2020 - Present (3 years 6 months)
United States

Representing Contract Office Furniture manufactures in AL, MS, TN and FL
(panhandle)

*Commerical & Education Markets

*Custom Office Furniture Solutions

*Sustainable Green Furniture

*Collaboration Furniture

*Seating

*GSA

Denney Office Furniture

CEO

April 1994 - February 2019 (24 years 11 months)

Managed all aspects of company while evolving Denneys from its original form to a middle TN market leader in transactional office furniture. The companies main emphasis was design, sales, and installation of commercial furniture systems. As CEO of this company Will produced a phenomonal reputation for innovation, sales and relationship building. This was done through providing a contemporary partnership between the company, the suppliers and the end using clients.

The Matchless Group

Owner / Founder

October 2006 - November 2012 (6 years 2 months)

Pleasant View TN

Founded the company with a focus on commercial investments in Manufacturing (injection molding and energy, automobile service and commercial rental property. Company was started with 1 property and eventually grew to be comprised of 4 diversified companies over 7 years. Handled all facets of the company from procurement to creation of a national sales organization. I sold my part of this company in October 2012.

Education

University of Kentucky

BBA, Management, Marketing · (1986 - 1990)