# Lauren Benner

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## Chief Operating Officer | Growth, Operations & Revenue Leader

Strategic and hands-on business operator with a track record of scaling consumer brands, building high-performing teams, and driving profitable growth. Experienced in translating vision into execution across sales, operations, marketing, and financial performance. Known for building systems from the ground up, strengthening operations, and leading teams through periods of rapid growth and change.

## Professional Experience

### Chief Operating Officer – And Here We Are (2025–Present)

- Lead day-to-day business operations across sales, marketing, fulfillment, and finance
- Own P&L performance, budgeting, and financial strategy
- Develop and execute company-wide strategy and align teams to revenue goals
- Oversee sales strategy, key accounts, and wholesale partnerships
- Build and optimize fulfillment, inventory, and production processes
- Lead hiring, team development, and organizational structure
- Implement systems for reporting, forecasting, and execution

### Part Owner & Operator – Land-Grant Brewing Company (2016–2025)

- Co-led growth into one of Columbus's most recognized breweries
- Directed operations and revenue initiatives with consistent growth
- Built 100+ partnerships with brands and organizations
- Produced large-scale events driving customer engagement
- Supported growth to 60+ employees
- Designed staff training programs and improved operations
- Oversaw vendors, compliance, and inventory

### National Retail Account Executive – AT&T (2011–2015)

- Managed national retail partnerships and drove sales growth
- Delivered training programs to improve performance
- Trained 150+ employees
- Recognized with leadership awards

### Retail Connections Manager – AT&T (2007–2010)

- Designed sales and service training programs
- Achieved #1 ranking in bundled sales
- Created incentive programs and improved referrals
- Reduced cancellations and led events

## Education

Bachelor of Business Administration, Marketing – Miami University

## Board & Community

Board Member, Franklinton Review Board (2022–Present)

## Core Skills

- Business Operations & Strategy
- P&L Management
- Sales Leadership
- Team Leadership
- Partnerships & Negotiation
- Customer Experience
- Process Development
- Event Strategy