

WHO: BRIAN VANCE - TECHNICAL SALES MANAGER

Based out of Tampa, Florida, Brian Vance is the Southeast Technical Sales Manager for the Drilling Products division of CETCO. He is responsible for the territory management, technical education, new business development and contractor/distribution support for the Southeast United States.

Prior to joining CETCO, Brian has been involved in cement, concrete, and fly ash industry in the capacity of sales/management. He was a provider/instructor for the American Institute of Architects (AIA) in their CES program. Brian's focus is on relationship building that is based on feature, benefit, and service. Brian has a Master of Business Administration (MBA).

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