



Helen Watts Johnson

Florence, SC 29506

Senior level manager and officer of Young Pecan, Inc., with thirty five years of experience in all facets of pecan shelling business including operations, inshell acquisition and special focus on sales and marketing. Demonstrated strengths in inventory position management, matching of product items to specific customers and relationship building and sales.

SUMMARY OF EXPERIENCE

Young Pecan, Inc.

1980-Present

An international pecan processing company specializing in the conversion of inshell pecans to pecan kernels with annual sales of over \$200MM.

Executive Vice President

2004-Present

Provide executive leadership for sales planning, operational conversion of inshell to kernel and proper match up of inventory shellout to specific customer base. Manage worldwide sales and marketing with special emphasis on development of new customers and product extensions to new and existing customers. Direct reports include four sales and customer service professionals and a commissioned sales force located throughout the USA, Canada and Europe. Responsible for development of budgets for inshell procurement planning and sales pounds and revenue. Direct report to King Ranch CEO.

Vice President, Sales & Marketing

2000-2004

Responsible for sales and marketing efforts of Young Pecan to include budget development, retention and volume expansion of existing customer base and identification and relationship development of potential new customers. Managed Young Pecan sales and customer service personnel and outside commissioned domestic and international sales force. Responsible for sold/unsold inventory position data and analytics used to project annual raw material needs and shellout percentages by product item. Direct report to Young Pecan CEO.

Director, Sales & Marketing

1992-2000

Provided full account management to assigned customer base. Assured customer satisfaction and managed Young Pecan customer service staff. Direct report to Young Pecan Executive Vice President.

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Sales Manager	1985-1992
Responsible for the overall management of customer service and after sale activities for Young Pecan customer base. Special emphasis on customer delight to include prompt handling of any special customer requests such as samples, expedited shipment, change of orders. Managed customer service staff. Direct report to Young Pecan Executive Vice President.	
Customer Service Manager	1980-1985
Managed customer service department with four direct reports. Worked with operations and customer service reps to ensure prompt service for all customer needs.	

AREAS OF SPECIAL COMPETENCE

American Pecan Board	2013-Present
Member of Board of Directors and acting Secretary	
National Pecan Shellers Association	2012-Present
Member of Board of Directors	
International Tree Nut & Dried Fruit Assn (INC)	1992-Present
Held position of Ambassador	
Presented Pecan Segment Roundtable Report	2010-2012
– Barcelona Congress	2013
(First female segment presenter in INC History)	
Member of host committee for INC Charleston Conference	1998
National Pecan Shellers Association	2010-2012
President/Chairman of Association for years of 2010 & 2011	
(First female president/chairman in NPSA History)	
Held officer positions of secretary/treasurer, vice-chair and Chair	2008-2012
Peanut & Tree Nut Processors Assn (PTNPA)	
Presented numerous Pecan Report Presentations	2005-2014
during annual conferences	

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South Carolina International Trade Conference

President/chairman of Association

1997

Florence Rotary Club

Member of local rotary club

1994-1999

EDUCATION

Womick Selenia Business College

Major: Business