

# BIOGRAPHY



## **Yvonne Bland, Vice President, Sales & Business Development Core & Main**

Yvonne Bland is vice president, sales & business development for Core & Main, the leading distributor of waterworks and fire protection infrastructure products in the U.S. She develops and executes national strategies to grow strategic accounts and preferred supplier status with national contractors, government, municipal and private water entities. Bland created the vision and led the successful negotiations with nationwide preferred supplier agreements with some of the largest private water entities in the country.



Bland is a strong advocate for alliances and partnerships, legislative education and development, effective contract negotiations, innovative technologies and products as well as developing enterprise-wide opportunities. Bland has spent her 30-plus year career with Core & Main and its legacy companies, serving in a variety of positions. Early in her career she held roles of increased responsibility in sales, customer service, branch and district management where she gained extensive experience in operations, P&L and sales management. Additionally, she served as regional vice president for both the southwest and west regions. Bland received the company's Region of the Year award two consecutive years during that tenure.

An influential industry leader, Bland is currently an associate board member for the National Utility Contractors Association. She participates in numerous trade organizations and their committees including the American Water Works Association, Water and Sewer Distributors of America and National Association of Water Companies, Design Build Industry Association, Water Design Build Council, Water Environment Federation and more. She is a past board member for the Business Council for National Institute of Government Purchasing.

Bland earned a business leadership certificate from the University of Georgia and studied accounting and finance at Illinois Central College. She also attended the University of Phoenix with a focus on business administration and management. Bland has light proficiency in the Dutch language. She has been a volunteer with Junior Achievement, and is an executive sponsor for the Women's Network at Core & Main.

### **About Core & Main**

*Based in St. Louis, Core & Main is a leading specialized distributor of water, wastewater, storm drainage and fire protection products, and related services, to municipalities, private water companies and professional contractors across municipal, non-residential and residential end markets nationwide. Core & Main's specialty products and services are used in the maintenance, repair, replacement and construction of water and fire protection infrastructure.*

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