



MARSHALL JONES, SENIOR ADVISOR

Marshall Jones is a Senior Advisor at The Distribution Team, a firm specializing in strategic business coaching, inventory management training, and technology utilization for the wholesale distribution industry. With over 35 years of working, studying, and leading in the distribution field, Marshall has performed and managed roles such as outside sales, branch operations, purchasing, recruiting, and senior leadership. He bought, built, and successfully sold a regional construction products distributorship.

Prior to joining The Distribution Team, he was active with the Specialty Tools and Fasteners Distributor Association, STAFDA, and served their 2500 members as President in 2005. His company was an early entrant in the first marketing cooperative focused on construction products, the Evergreen Marketing Group. He led the group as their Chairman in 2011. He's an active member of the Young Presidents Organization serving in various local and international leadership roles.

Studying under industry pioneers Don Rice and Mike Workman, Marshall earned a B.S. in Industrial Distribution from Texas A&M University. While there he also picked up an affinity for country and western music, but recently returned to his rock-n-roll roots by joining a 90's alternative rock cover band as their rhythm guitarist and keyboard player.

Marshall's passion for performing isn't limited to music. He enjoys sharing his experiences through speaking engagements and is able to draw from real life lessons to help his audience thrive in the wholesale distribution industry. Marshall has spoken in front of thousands at high profile events, coached executives and next generation leaders one-on-one, and helped teams of all sizes reach their potential through tailored developmental programs.



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