

JAMEY VANCE

SENIOR ACCOUNT EXECUTIVE



Meet Jamey! Jamey is from Latonia, Kentucky and has been at DAR PRO Solutions for 15 years. He started out his career on the street, selling tanks to restaurants by going door to door. He has been a big part of DAR PRO's growth and is always sure to connect with his customers on a personal level.

Learn more about Jamey below!

Q: What does your day- to-day look like at DAR PRO?

A: Mainly, it consists of helping existing customers and new ones in making kitchen life easy. That means finding ways to help them make things more clean, sanitary and safe.

Q: What is the most satisfying part about your job?

A: The best part for me is building relationships with my customers and helping them trust that when I come to their store, I'll give them the best solution for their store. They know that I am not just trying to get them to sign up for tank service, or to sell them something. It's about what's best for the customer in their unique situation. Some of the relationships with these customers were formed 15 years ago when I first started and are still going strong today.

Q: What do you do to connect with your customers?

A: Most of my customers are very personable to begin with, but having the ability to talk about the bigger picture for their business with them is key. I have also seen that connecting on a personal level with my customers has been helpful.

Q: What do you like to do outside of work?

A: Now that my kids are out of the house, my wife and I like to go boating and camping with our friends.

Q: How do you handle work/life balance?

A: My job isn't necessarily 9-5, so a lot of times, I get things done outside of those hours. Sometimes a restaurant will need something outside of normal hours, so I try to make myself available for phone calls. At the same time, this gives me the freedom and flexibility to get my work done from anywhere.

Q: What is your favorite fried food?

A: Chicken wings from Knuck-N-Futz