





**Rodney Hardin** · 3rd  
 Financial Advisor at Northwestern Mutual  
 Cincinnati, Ohio, United States [Contact info](#)  
 500+ connections

-  Northwestern Mutual
-  Kentucky State University

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### About

Passionate about helping clients live life on their terms by providing a plan that turns their dreams into reality.

### Experience



**Financial Advisor**  
 Northwestern Mutual · Full-time  
 Feb 2020 – Present · 1 yr 8 mos  
 Cincinnati, Ohio, United States

Passionate in helping clients live life on their terms by providing a plan that turns their dreams into reality.



**Small Business Owner**  
 HOB, LLC · Self-employed  
 Jul 2015 – Present · 6 yrs 3 mos  
 Cincinnati, Ohio, United States

Co-Owner of 3 Entertainment Venues in Downtown Cincinnati, Ohio and 1 Restaurant located in Fairfield, Ohio.



### Business Development Manager

Kroger Prescription Plans, Inc.

Feb 2015 – Mar 2019 4 yrs 2 mos

Cincinnati, Ohio

Responsible for Pharmacy Benefit Management Sales (PBM) with Kroger Prescription Plans (KPP) in Eastern Region of the company. As a Business Development Manager, I am responsible for new business sales and strategic planning for self-funded health plans. My primary responsibilities include identifying and securing new accounts to manage their prescription drug benefit. [...see more](#)



### Division Sales Manager

Avon

Apr 2005 – Jan 2015 9 yrs 9 mos

Responsible for achieving \$40M annual sales plan. Finished #1 in Sales Area & #10 in US in 2011. Successfully managed and grew sales in 3 Different Divisions in Indiana, New Jersey and Ohio. Managed, mentored, developed and trained 20 District Sales Managers to achieve professional and personal goals. Anticipated and filled vacancies with highly-skilled candidates to ensure [...see more](#)



### Toyota USA

6 yrs 7 mos

#### Regional Field Manager

Jan 2004 – Apr 2005 1 yr 4 mos

- \* Responsible for regional sales plan for 117 Cincinnati regional certified used vehicle and rental car dealerships.
- \* Achieved 107% of 2004 regional sales plan and increased market share by 2% over prior year.
- \* Developed and coordinated regional and dealer vehicle marketing programs that increased [...see more](#)

#### District Sales Manager

Jan 2000 – Jan 2004 4 yrs 1 mo

- \* Responsible for new vehicle sales and new vehicle allocation in three regional markets (N. Michigan, NE Ohio and E. TN). Recognized for consistent above average performance.
- \* Communicated and administered Toyota sales division policies and procedures with dealer principals, general managers and sales managers. [...see more](#)

#### Supply Chain Improvement Administrator

Oct 1995 – Jan 2000 4 yrs 4 mos

- \* Responsible for North American supplier performance in the areas of daily ordering and delivery
- \* Managed a cross-functional project team representing procurement, supplier development, packaging, IT, logistics, distribution operations and manufacturing.
- \* Evaluated supplier operations and made recommendations to enhance the production [...see more](#)

Show fewer roles



### Transportation Consultant/Account Manager

FedEx

Feb 1996 – Oct 1998 2 yrs 9 mos

Assigned to one of district's largest areas with only 60% sales achievement. Developed exceptional market growth, volume increase and levels of client satisfaction, expanding portfolio from \$1.25M in FY 1996 and exceeded \$3.5M in the 3rd quarter of FY 1998.  
\* Conducted needs analysis and helped define operational and profitability goals. [...see more](#)



### Huntington National Bank

5 yrs 9 mos

#### Small Business Specialist

Full-time

Jun 1994 – Feb 1996 1 yr 9 mos

Cincinnati, Ohio, United States

Small Business Lender focused on loans less than \$1 Million.

#### Intern

Internship

Jun 1990 – May 1991 4 yrs

Cincinnati, Ohio, United States

(Highly Coveted) INROADS Intern. Trained throughout college years in Retail, Personal & Commercial Banking, Mortgage, Consumer & Auto Lending and Credit Analysis. Was hired full-time after college to help start the Small Business Lending Department.

Show fewer experiences [^](#)

## Education



### Kentucky State University

BS Business Administration and Management

1990 – 1994



### Roger Bacon High School

Bachelor of Business Administration - BBA, Business

1986 – 1990

## Skills & endorsements

### Leadership 99-



Endorsed by Tony Solis and 2 others who are highly skilled at this



Endorsed by 36 of Rodney's colleagues at Avon

### Sales 99-



Endorsed by Tony Solis and 6 others who are highly skilled at this



Endorsed by 38 of Rodney's colleagues at Avon

### Management 95



Endorsed by 34 of Rodney's colleagues at Avon



Endorsed by 12 people who know Management

## Recommendations

Received (0)

Given (1)



**Auclair Walters**  
Director of Global Business Development at AdvoCare  
March 2, 2009 Auclair worked with Rodney, in the same group

Auclair is a very talented Manager, adept at aligning human resource needs with overall business strategy. He draws upon his extensive experience to develop tactical action plans. He has strong presentation skills and brings energy and high employee engagement into the workplace. Auclair is well respect... [See more](#)