

Yvonne Bland

Vice President
Sales and Market Development

Yvonne Bland is Core & Main's Vice President, Sales and Market Development, reporting to Chief Operating Officer Brad Cowles. In this role since 2011, Yvonne leads our business development team with a mission to create value by connecting people, ideas and solutions. She develops and executes strategies to grow strategic accounts including national contractor, government, municipal and private water entities.

Yvonne created the vision and led the successful negotiation of a nationwide preferred supplier agreement contract with American Water, the largest private water company in the country. She is a strong advocate for alliances and partnerships, legislative education and development, effective contract negotiations, new technologies/products and enterprise-wide opportunities.

Yvonne has spent her 30+ year career with Core & Main and its predecessor organizations. She has served in a variety of positions including Region Vice President for the Southwest and West Regions, where she was recognized for Region of the Year in 2008-2010. Early in her career she held roles of increased responsibility in sales, customer service and branch management where she gained extensive experience in operations, P&L and sales management.

As an influential industry leader, Yvonne is currently an associate board member for the National Utility Contractors Association and is a past board member for the Business Council for National Institute of Government Purchasing. 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.

Yvonne earned a business leadership certificate from the University of Georgia and studied Accounting/Finance at Illinois Central College. She also attended the University of Phoenix with a focus on business administration and management. Yvonne has proficiency in the Dutch language. She volunteers with Junior Achievement and is an executive sponsor for the Women's Network in Waterworks.

