

Contact

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(LinkedIn)
routesforsale.net (Company)

Top Skills

Presentation Coaching
Presentation Development
Closing Contracts

Certifications

Private Money Lending
Renewable Energy Integrator Level I
Licensed Real Estate Agent

Yvan Johnson

AI Agency Architect | Helping Owner-Operators Exit, Scale, or
Transition Distribution Routes - Bread • Snack • DSD • Independent
Distributor Routes Nationwide
United States

Summary

I specialize in the sale and acquisition of owner-operated distribution routes, with a primary focus on bread, snack, and DSD (Direct Store Delivery) businesses across the United States.

Route sales are not traditional business transactions. They involve territory rights, brand approvals, financing requirements, and strict transfer processes that must be handled correctly for a deal to close. Many owners lose time, money, or buyers because these details are misunderstood or ignored.

My role is to protect sellers and guide buyers through a structured, professional process that leads to successful closings.

I work closely with route owners to:

Properly position and value their route

Qualify buyers upfront (proof of funds, brand standards, readiness)

Manage the transaction from inquiry to transfer approval

Reduce failed escrows and unnecessary delays

I also assist buyers seeking cash-flowing distribution routes, helping them understand route economics, financing expectations, and ownership responsibilities before moving forward.

This is not speculative investing or franchise hype.

These are real operating businesses, and they require real expertise.

If you own a route and are considering selling — or want a clear picture of what your route is worth in today's market — I'm always open to a confidential conversation.

Message me directly to get started.

yvan@routesforsale.net

Text - 813-606-4149

Experience

Routes For Sale

Business Broker | Route Sales Specialist (Bread, Snack & DSD Routes)

September 2021 - Present (4 years 8 months)

United States

Job Description

Represent buyers and sellers of owner-operated distribution routes nationwide, with a focus on bread, snack, and Direct Store Delivery (DSD) businesses.

Advise route owners through the full sales process, including valuation, buyer qualification, brand transfer requirements, and transaction management, ensuring deals are structured correctly and close efficiently.

Key responsibilities include:

Valuing and positioning distribution routes for market

Qualifying buyers upfront (proof of funds, readiness, brand standards)

Coordinating approvals, transfers, and financing requirements

Managing transactions from initial inquiry through closing

Reducing failed escrows and protecting seller interests

Also guide buyers seeking cash-flowing route businesses, providing clarity around ownership responsibilities, operating expectations, and acquisition requirements before moving forward.

Focused on professionalism, transparency, and results in a niche where experience and process matter.

RemyDre Consulting (AI Arm)

April 2023 - Present (3 years 1 month)

They told you AI was coming for your job. You just didn't think it would be **this** fast.

Marketing teams gutted. Analysts automated. Copywriters, coordinators, and sales reps—replaced by prompts. If you're holding a layoff notice, or trying to hire talent that no longer exists, you feel the ground shifting.

I'm not here to sell you hype. I'm here to build defensive structures.

I'm Yvan Johnson—former competitive athlete, founder of Prime Wellness Living, and now Principal at RemyDre Consulting. I operate at the intersection of discipline and disruption.

At RemyDre, I run the AI Agency Incubator: a tactical program for displaced professionals who are done being victims of automation and ready to become its architects. We take "laid off" and turn it into "launched"—building 6-figure AI agencies in 90 days using the same systems that replaced corporate roles.

For businesses, I provide AI Enterprise Integration—protecting companies from competitive obsolescence while their rivals automate operations they still run manually.

My philosophy: Strength isn't just physical. It's economic resilience. It's the ability to protect your family when markets shift. I teach people to build that resilience using the discipline I learned in athletics and the strategic systems I've built in e-commerce.

If you just lost your job to AI, or if your company needs to deploy AI before your competitors do—let's talk. No fluff. Just strategy.

Keller Williams Realty, Inc.

Licensed Real Estate Sales Agent (Residential & Investment)

March 2014 - November 2021 (7 years 9 months)

Brooklyn NY

I represented buyers, sellers, and investors across Brooklyn/Greater NYC, specializing in residential sales (SFR/condo/co-op), small multifamily, and light commercial. My approach combined clear pricing strategy, rigorous underwriting, and proactive communication to deliver smooth, on-time closings.

What I did

Listings: Built data-driven CMAs, set pricing strategy, coordinated staging/photography, and launched targeted MLS + digital campaigns to maximize exposure and days-on-market efficiency.

Buyer Representation: Clarified search criteria, arranged private tours, evaluated comps, and structured competitive offers; negotiated repairs/credits through inspection and appraisal.

Investor Services: Modeled cash flow, cap rates, and value-add scenarios for 1–4 unit and mixed-use assets; sourced off-market leads and aligned financing/closing timelines.

Deal Management: Led contracts from offer → escrow → close, coordinating with lenders, attorneys, title/escrow, inspectors, and appraisers; maintained weekly milestone updates for all parties.

Prospecting & Pipeline: Farmed target neighborhoods, ran open houses, and managed follow-ups in CRM to drive repeat and referral business.

Selected contributions

Consistently clean contract-to-close execution with strong appraisal/inspection outcomes.

Trusted advisor to relocation clients moving between NYC and Florida, aligning timelines and vendors for stress-reduced moves.

Built repeat business with owners and first-time buyers through transparent guidance and post-close support.

Tools & platforms

MLS • KW Command/CRM • DocuSign/Dotloop • Market Reports & CMAs • Digital Ads & Lead Gen

Keywords (SEO): Brooklyn Real Estate • NYC Real Estate • Residential Sales • Multifamily • Investment Property • CMA • Pricing Strategy • Negotiation • Contract Management • Due Diligence • Appraisal/Inspection • Cash-Flow Analysis • Cap Rates • Listing Marketing • Buyer Representation • Relocation • CRM • Client Communication

Marcus Evans

Account Manager | National Account

June 2013 - June 2015 (2 years 1 month)

Greater New York City Area

As a Strategic Sales Executive specializing in healthcare business development, I excelled at connecting healthcare buyers and sellers for top-level meetings and collaborated with various providers and suppliers. I conceptualized and implemented strategic initiatives, facilitating these connections to ensure mutually beneficial outcomes. My role involved cold calling sales, negotiations, reaching C-Level executives, sales presentations, deal management, account management, and marketing.

At Marcus Evans, we provide exclusive strategic business information and luxurious venues for industry thought leaders to share expertise and develop professionally. Our globally recognized annual meetings transform industry standards and drive professional growth. My responsibilities included lead generation, event planning, relationship management, and utilizing CRM systems to track and manage client interactions.

ADT Security Services

Small Business Sales | Account Manager | Outside Sales Executive

May 2012 - July 2014 (2 years 3 months)

Manhattan, New York, United States

Sales Executive | Security Solutions Specialist

As a Sales Executive specializing in security solutions, I developed expertise in selling alarm systems and CCTV network systems to businesses in Midtown Manhattan. My role required a strong focus on cold calling, outside sales, and targeted marketing to connect with business owners and consistently meet and exceed weekly sales targets.

I designed and executed effective lead generation and deal management strategies, leveraging market trend analysis to proactively identify and convert prospects into long-term customers. By delivering tailored sales presentations and providing exceptional service, I successfully built a loyal client base.

My responsibilities included managing the entire sales process—from negotiations and closing deals to coordinating installations—ensuring seamless system integration and high levels of customer satisfaction. I also utilized CRM systems for account management, tracking client interactions, and maintaining detailed sales records to optimize follow-ups and retention.

Beyond sales, I focused on relationship building and networking, establishing long-term partnerships that fueled business growth. My ability to manage accounts, foster customer loyalty, and drive expansion made a significant impact on overall sales success.

Crunch Fitness

Director Sales | Marketing Operations

2003 - 2009 (6 years)

New York, New York, United States

Senior Sales Executive & Marketing Strategist

As a Senior Sales Executive and Marketing Strategist, I play a key leadership role in managing and optimizing a high-performing sales team. My responsibilities include leading sales meetings, structuring team schedules, and ensuring operational efficiency to maximize productivity.

I specialize in developing and executing strategic marketing initiatives to enhance sales performance. From delivering impactful product presentations to analyzing sales trends and preparing detailed reports, I drive data-driven decision-making that strengthens overall business growth.

As a closing specialist, I focus on achieving and exceeding sales targets, ensuring the team consistently meets performance benchmarks. I provide critical updates and performance insights to regional sales managers and the VP of Operations, maintaining transparency and alignment across all levels of the organization.

In my management role, I oversee daily sales operations, team motivation, and strategic planning, fostering a collaborative and results-driven environment.

By integrating market analysis, sales strategy, and innovative leadership, I enhance our team's capabilities and contribute to sustainable growth and success.

Education

Brevard College

Business Administration and Management, General · (1991 - 1993)

Bowne University

Certification for corporate operations management , Business Administration, Management and Operations · (2002 - 2005)

Lee Arnold System of Real Estate Investing

Certified, Private Money Lending · (November 2023 - August 2024)