FMI Associate Member Search Results

This search was performed on 11/17/2026 at 06:28 PM

If you find information that needs to be updated, please email membership@fmi.org.

FMI
251 18th Street S., Suite 1200
Arlington, VA 22202
Phone: 202.452.8444 | Fax: 202.429.4519

The Allan Sullivan Company

Address:	1266 W. Paces Ferry Rd. Suite 520 Atlanta, GA 30327-2306
Tel:	479-936-1889
Website:	https://www.allansullivan.com
Email:	racrey@allansullivan.com
Products / Services:	Consulting Services; Technology Services
Company Description:	We've been in your shoes. We've experienced your frustration. The Allan Sullivan Co. was born when we set out to change it. We built the brokerage to provide the value we wish we got when we were in your position. Over the course of our careers, we've led everything from category and trade marketing to national account teams and business units in excess of $1B. We've been on the manufacturer side of the table and the retailer side of the table. We've been at large multinationals and small startups. No matter where we were, we kept being underwhelmed by the quality of the manufacturers reps we ran into. Even the ones we hired – we were always left wanting more. How was it possible that such a critical part of the value equation could come up so short so often?
Primary Contact:	Reed Acrey Partner