

Bill Driskill

Vice President
Vendor Relations, Sourcing and Operations

Bill Driskill is the Vice President, Vendor Relations, Sourcing and Operations, reporting directly to Waterworks President Jack Schaller. In this position since May 2012, he has responsibility for managing vendor relations and leading negotiations of annual contract terms and conditions.

Bill has spent virtually his entire career with Core & Main and its predecessor organizations. He started with the company in 1984 as an Outside Sales Representative and was promoted to District Manager in 1989. In 2007 he was promoted to Mid-South Region Vice President and in 2011 transferred to the Northeast Region where he had responsibility for sales growth, vendor/customer relationships and operational excellence in the states of Virginia, West Virginia, Maryland, North Carolina, Delaware, New Jersey and Pennsylvania.

In his current role, Bill oversees vendor sourcing for a \$2 billion annual spend with associated rebates. He established the category management process which maintains a repeatable rebate process each year. In 2016, Bill achieved the highest rebate percentage in company history and continues to enhance that benchmark.

Bill has been recognized throughout his career for driving results in each of the positions he has held. He has a knack for building relationships, focusing on common goals and driving teamwork.

Prior to his career at Core & Main, Bill was the Assistant Director of Admissions at Randolph Macon Women's College from 1981 to 1984.

Bill earned a B.S. in Economics from Hampden-Sydney College in Virginia and completed a Management Certification in Accounting and Finance from George Washington University.

Bill serves on the board of Water and Sewer Distributors of America, and is the organization's 2018 President. He is also a past board member of Heavy Construction Contractors Association.

