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## **Meal Ticket Executive Biographies**

### **Wink Jones, CEO of Meal Ticket**

Wink Jones joined Meal Ticket as CEO in 2011, a year after the company was founded by Brian Konrath in 2010 to offer digital transformation software for the foodservice supply chain. This was at a time when foodservice distribution processes were still being done with only handwritten carbon copy orders and receipts.

Prior to Meal Ticket, Wink had a successful background in technology company go-to-market management. He had spent the previous ten years managing the launch of early-stage software companies in a variety of verticals – including healthcare, insurance, SaaS, and design. These companies were in the investment portfolios of Lacuna LLC where Wink was managing partner and co-founder.

Since then, with Wink at the helm, Meal Ticket has continued to roll out advances and expand its product portfolio in essential software for the entire foodservice supply chain. The company has grown to 150 employees on five continents providing software solutions to over 200 food distribution centers and more than 10,000 non-commercial and commercial foodservice providers in 55+ countries and eight languages .

Connect with Wink at [linkedin.com/in/wink-jones-ba58b0](https://www.linkedin.com/in/wink-jones-ba58b0).

### **Executive Biography: Paul Snelson, Chief Revenue Officer at Meal Ticket**

Paul Snelson has over 25 years in sales with leading SaaS and high-growth companies. As Chief Revenue Officer at Meal Ticket, Paul leads the sales, partner, marketing, and customer success teams.

Prior to Meal Ticket, Paul was the Vice President of Sales for six years at [TouchBistro](#), a leading point of sale and restaurant management system provider.

Paul grew the TouchBistro sales organization from 10 to over 250 professionals, increased revenue 15 times, and improved average deal size 4 times.

Earlier, Paul was Vice President of Commercial Sales with Salesforce and was responsible for the small and midsize business (SMB) market in the Northeastern United States.

Paul can be reached at <https://www.linkedin.com/in/paul-snelson-02510b/>.