

Influential Women Features Courtney Dyess: Vice President Of NPC Powered By Foodbuy

ALLEN, TX, UNITED STATES, September 1, 2026 /EINPresswire.com/ -- Driving Operational Excellence, Supply Chain Innovation, and Customer Value Across the Produce Procurement Industry

Courtney Dyess, Vice President of NPC Powered by Foodbuy in Allen, Texas, has built a distinguished career spanning more than 21 years in the produce and procurement industry. Working at the intersection of sales, supply chain, category management, technology, and customer experience, she has become a trusted leader known for strengthening relationships, improving operational performance, and developing strategic solutions that create lasting value for customers and organizations.



Throughout her career, Courtney has developed extensive expertise across account management, contract negotiation, business development, procurement strategy, and supply chain optimization. Her work supports regional and national clients throughout the foodservice sector, requiring an ability to navigate complex markets while maintaining a strong focus on execution, communication, and customer needs.

Courtney began her career at just 19 years old in a data entry position and steadily progressed through a broad range of roles and leadership responsibilities. Her professional journey reflects her willingness to learn, adapt, and take on challenges while developing an increasingly comprehensive understanding of the produce and procurement business.

Over the years, she has led initiatives involving procurement strategy, customer service improvements, technology implementation, and supply chain performance. She has also

managed teams responsible for national accounts and operational execution, bringing together analytical thinking and relationship-focused leadership to help organizations improve efficiency and strengthen performance.

One of Courtney's notable accomplishments has been leading the redevelopment and relaunch of the company's proprietary order entry and cost management systems into a modern, web-based platform. The multi-year initiative represented a significant technological and operational undertaking, helping improve transparency, operational visibility, and user adoption throughout the organization and its customer base.

The project reflects Courtney's broader approach to leadership: identify opportunities to improve how people and systems work together, bring structure to complex processes, and use technology as a tool for creating better outcomes. Her ability to combine operational knowledge with an understanding of customer needs has helped her navigate an industry where conditions, expectations, and supply chain dynamics are constantly evolving.

Building Success Through Consistency and Reliability

Courtney attributes much of her success to her family and support system, which have been foundational throughout her career. As a mother of four, she has navigated the demands of motherhood alongside a fast-paced professional environment. Having a strong support system has enabled her to consistently show up, remain dependable, and give her professional responsibilities the attention they require.

For Courtney, consistency is central to credibility. In an industry where customers and partners depend on timely decisions and effective solutions, she believes that being present, reliable, and willing to solve problems makes a meaningful difference.

Her approach centers on delivering for customers, improving processes, and helping partners move forward with confidence in an increasingly complex industry. Courtney understands that strong relationships do not happen automatically. They are built over time through trust, follow-through, communication, and a willingness to work collaboratively.

She has also maintained a disciplined approach throughout her career, continuing to move forward even when circumstances were difficult. Rather than allowing challenges to derail her progress, she has relied on resilience and a commitment to showing up every day.

Her success has been shaped not only by professional expertise but also by the partnerships she has developed throughout the industry. Courtney understands the importance of leaning into those relationships and recognizing that long-term success is often built through collaboration.

Making an Impact by Being in the Room

One of the most influential pieces of career advice Courtney has received is to be in the room. For her, being present is about more than physical participation. It means having the confidence

to contribute, bringing a distinctive perspective, and being willing to make an impact.

Courtney believes standing out requires the courage to be different. Professionals should not be afraid to speak up, use their voices, and contribute their ideas, even when doing so may feel uncomfortable.

That philosophy has remained important throughout her career, particularly in networking and leadership environments where it can be challenging to distinguish oneself. Courtney continues to approach those situations with the goal of making an authentic and memorable contribution.

Her advice is especially meaningful for young women entering industries where they may not always see themselves represented at the table. She encourages women to recognize their value and understand that their perspectives deserve to be heard.

Encouraging Women to Know Their Worth

Resilience and self-confidence are central to Courtney's advice for young women. Throughout her career, she has experienced situations where she was underestimated, particularly as a young woman, but she chose not to allow those experiences to define her.

Courtney encourages women to know their worth regardless of their credentials or position. If they believe in something and know they have the ability to contribute, she believes they should pursue it with confidence and work toward creating a lasting impact.

Authenticity is equally important. Courtney believes women should not feel pressured to lead or behave like someone else simply because that is what they believe leadership is supposed to look like.

Her own leadership style combines a willingness to roll up her sleeves and get things done with a strong connection to people and empathy. She believes effective leadership requires both capability and authenticity.

For Courtney, the most meaningful leadership comes from being willing to do the work while understanding the people involved. Her approach allows her to remain results-oriented without losing sight of the relationships that make those results possible.

Navigating a Complex and Evolving Supply Chain

The produce and procurement industry is currently facing significant complexity and disruption across the supply chain. Courtney identifies cost pressures, supplier reliability, and changing customer expectations as some of the key challenges organizations are navigating.

In the produce sector, those pressures are amplified by the highly perishable nature of products and the tight timelines required to move goods efficiently. Coordination between suppliers,

distributors, customers, and other partners is therefore essential.

At the same time, Courtney sees considerable opportunity in modernizing how organizations operate. Better use of data, increased real-time visibility, and more standardized operating models can help businesses improve decision-making and performance.

Many organizations continue to face gaps in supply chain transparency. Courtney believes addressing those gaps can provide teams with better information and allow them to respond more effectively to changing conditions.

Much of her own focus has been on bringing structure to complexity by building scalable processes, improving data integrity, and helping teams operate more consistently. She sees these capabilities as increasingly important to the future of the industry.

Leadership Through Service and Community

Family, discipline, resilience, and authenticity remain the values that have sustained Courtney throughout her career. She believes professional success is rarely achieved overnight. Instead, it is built gradually through hard work, reliability, and the willingness to continue showing up when the path forward is uncertain.

Her commitment to service extends beyond her professional responsibilities. Courtney is involved with organizations including the International Fresh Produce Association and the Southeast Produce Council. She also serves on a board committee for Palmer Home for Children, supporting an organization dedicated to helping foster children and families in need.

These experiences have reinforced her belief that leadership is ultimately about service. Whether she is working with customers, mentoring colleagues, supporting industry initiatives, or contributing to her community, Courtney strives to create value for the people around her.

As she continues to advance her career, Courtney remains focused on helping organizations navigate complexity, modernize operations, and strengthen the partnerships that drive sustainable growth. Her journey from an entry-level data position at 19 to a senior leadership role demonstrates the power of consistency, adaptability, resilience, and authentic leadership.

For Courtney, being in the room means more than earning a seat at the table. It means using that seat to contribute, speak up, solve problems, and help others move forward. Through that philosophy, she continues to make an impact across the produce procurement industry while demonstrating the value of dependable, people-centered leadership.

Learn More about Courtney Dyess:

Through her Influential Women profile, <https://influentialwomen.com/connect/Courtney-Dyess> or through her profile on NPC Powered by Foodbuy, <https://www.nproduce.com/meet-the-team/>

Influential Women

Influential Women provides a platform where women from all backgrounds can connect, share their perspectives, and create content that empowers themselves and others. Through storytelling, thought leadership, and creative expression, Influential Women amplifies voices that inspire change.

Editorial Team

Influential Women

[email us here](#)

This press release can be viewed online at: <https://www.einpresswire.com/article/938722985>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2026 Newsmatics Inc. All Right Reserved.