

Name

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Operations Management

Logistics ~ Manufacturing ~ Construction

Results-oriented, dynamic Operations Leader with proven expertise in driving revenues, controlling costs and maximizing profits in a variety of industries. Exceptional ability to build and lead teams to achieve company objectives. Strong ability to identify critical paths and develop effective strategies to complete tasks and maximize productivity. Led a start-up construction company to become one of the top performing companies in New Jersey, earning the 2004 SBA Success Award. Easily learns new industries and achieves profitability through strong training and leadership.

Operations Management • Logistics Coordination • Commercial Construction • Entrepreneurial Ventures
Shipping / Receiving / Inventory • Hiring, Training & Coaching Staff • Budget Planning & Administration
P&L Responsibility • Safety Compliance • Vendor Management • Process Improvements • Quality Control
Cost-Cutting Initiatives • Sales & Marketing • Business Development • Strategic Planning • Client Service

PROFESSIONAL EXPERIENCE

CONSTRUCTION, City, ST • 2003 to 2009

CEO / President

Directed all facets of a start-up commercial construction company specializing in educational, institutional, hospitals, sports arenas, office buildings and other commercial structures.

- Led company from infancy to become the 3rd largest minority contractor in New Jersey.
- Earned the 2004 SBA Success Award for small businesses.
- Developed new business, prepared bids and estimates, managed P&L and budgets and ensured that projects are completed on time, within budget and to the clients' specifications.
- Supervised projects to create an efficient, cost effective and top quality construction process.
- Hired, trained and mentored construction professionals to deliver exceptional results.
- Coordinated all environmental and safety aspects in compliance with superfund OSHA, DOT, and EPA standards.

COMPANY FOODS, City, ST • 1990 to 2003

Operation Manager

Managed operations for a large, independent food wholesaler and distributor, including hiring & training of staff, coordinating daily scheduling routes and drop shipments to a third party logistic provider and managing the supply chain operation. Effectively controlled costs to achieve budget objectives.

- Played a key role in driving the company to become the 3rd largest food distributor in the United States.
- Earned the respect of disgruntled employees after the company relocated and broke the union.
- Partnered with managers and inventory analysts to anticipate needs and maintain specific inventory levels.
- Monitored productivity to ensure all purchase orders were processed in a timely fashion.
- Evaluated employee performance through a computerized evaluation system.
- Recruited, hired and trained employees committed to achieving goals and effectively fulfilling orders.
- Designed and implemented policies and procedures to streamline activities and ensure a safe, efficient and cost-effective work environment.

COMPANY, Inc., City, State • 1984 to 1990**Marketing Analysis-Sales**

Designed and launched strategic marketing initiatives to drive sales of new products & services for a company from Holland. Developed comprehensive marketing programs to introduce the company and its products to the United States.

- Partnered with the development team to prioritize release dates, develop pricing & policies and carry out marketing strategies.
- Monitored the offerings of the competition, market trends and consumer demands to create the effective promotions.
- Support the sales team in launching new products, participating in trade shows and servicing key accounts.

EDUCATION

City University, City, State

Bachelor's Degree in Business Management

Community College, City, State

Certificate, Entrepreneurial Course