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## Logistics/Operations Executive

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Experienced professional with solid history of success in furniture, import distribution, general merchandise, grocery, industrial, and small package delivery environments. Strong ability to build and lead teams that meet and exceed designated goals and expectations. Demonstrated skills in developing and implementing programs and initiatives that enhance business efficiencies. Highly adept at managing projects from concept to completion ensuring on-time, on-budget, and on-target results.

### Highlights of Expertise

- Strategic Business Planning
- Cost Reduction and Avoidance
- Team Building and Leadership
- Staff Training and Development
- Full-Cycle Project Management
- Budget Administration / Management
- Quality Assurance and Control
- Process Redesign / Change Management
- Inventory Control and Management
- Needs Assessments

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## Career Experience

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Haynes Furniture Company, Virginia Beach, VA

*Oversaw all daily corporate logistics and warehouse transportation operations for 14 nationwide locations.*

### **DIRECTOR OF OPERATIONS** (2016 to 2018)

Supervised team of 37 Operation Managers, 40 Area managers, and more than 200 associates handling and delivering more than 1.7 million pieces of furniture yearly. Guided more than \$220M in annual revenue and wages in excess of \$5M. Managed projects and customer service.

- ◆ Devised enhanced compensation package for all warehouse associates and managers resulting in 30% reduction in turnover.
- ◆ Introduced and streamlined work practices at largest distribution center resulting in 25% improvement in turnover, 80% decrease in aged inventory, and 30% increase in space utilization.

WalMart, Multiple Locations

*Led team of 68 managers and 900+ employees handling more than 125M cases of annual inventory.*

### **IMPORT DISTRIBUTION CENTER GENERAL MANAGER**, Williamsburg, VA (2010 to 2016)

Led three import distribution facilities with 3.2M square feet of space including three individual 24-hour Wal-Mart, Sam's Club, and Sam's e-commerce centers each supplying 14 distribution centers supplying 850+ stores and clubs. Established and monitored \$2.5B in annual revenue and \$30M in wages across three business units. Executed forecasts, managed projects, prepared imports-exports, and moved items between ports.

- ◆ Launched and simplified campus-wide safety initiative decreasing OSHA incident rate from 7.5 to 2.07 in four years resulting in creating six-facility direct import group and saving company \$850K.
- ◆ Raised productivity by 14.25% and revenues by \$2.6M by transforming underperforming group to procedure planning and execution.
- ◆ Helped six managers earn promotions.
- ◆ Saved \$112K by improving client service by minimizing inaccurate shipments by 32% over three years.
- ◆ Introduced successful sams.com fulfillment center and promoted growth from 200 to 500K square feet.

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- ◆ Rated No. 1 of six import distribution centers in 2013 for quality, safety, productivity, inventory, and profit.
- ◆ Guided campus-wide community involvement program including volunteers and financial support for area nonprofit organizations including Children's Miracle Network.

## **GROCERY GENERAL MANAGER, Wintersville, OH (2007 to 2010)**

Directed \$1.9B, 880K square foot facility with 24-hour operations, 70 managers and 840 associates. Furnished perishable and non-perishable items to 165 stores complying with cold chain and quality control standards throughout delivery chain. Led safe, accurate, efficient handling of 170M cases annually.

- ◆ Saved \$2.4M in transportation expenses increasing trailer utilization by 14.3% through advanced training.
- ◆ Enhanced productivity 8.9% and saved \$1.2M by promoting proper work tactics.
- ◆ Decreased OSHA incident rates by 26%, saving \$175K in worker compensation cost.
- ◆ Oversaw facility's community involvement initiative featuring engagement with YWCA home for battered women helping team produce 760 volunteer hours and \$8K in one year.

## **REGIONAL DISTRIBUTION CENTER ASSISTANT GENERAL MANAGER, Smyrna, DE/Marcy, NY (2005 to 2007)**

Worked as second-lead manager of 24-hour, 1.2M square foot building serving 102 stores with 10M square feet of retail space. Developed culture of safety and inclusion, encouraging employees to share input into operations. Supervised 75 managers and 950 associates.

- ◆ Chosen by senior vice president to turnaround struggling operation in Smyrna, DE, on temporary basis
- ◆ Raised facility's ranking from 34th to 12th in 11 months.
- ◆ Saved company \$185K by analyzing tax rate issues at Marcy, NY, facility.
- ◆ Increased Marcy facility ranking to No. 2 of 34 on operations index in 2005.

## Additional Experience

**Operations Manager** ▪ WalMart, Seymour, IN/St. James, MO

**Plant Manager** ▪ Cintas Corporation, Indianapolis, IN

**Site Manager/Supervisor/Associate** ▪ United Parcel Service, Dayton/Cincinnati, OH

## **Training and Credentials**

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### Business Management Coursework

Wright State University, Fairborn, OH

### Professional Development

- Focus on Leadership, Walton Institute/Academy for High Performing Managers
- Diversity Training, Walton Institute/Academy for High Performing Managers
- E-3 School/Advanced Management Training for General Manager Candidates, Walton Institute/Academy for High Performing Managers
- Senior Leadership Seminar, Walton Institute/Academy for High Performing Managers