
PROFILE

Accomplished and results-oriented management professional with more than 25 years of experience in strategic planning, development, staffing, budgeting, and management of broad line foodservice distribution operations. Particular expertise in transportation, distribution operations, and warehousing, as well as DOT, computerized routing, and people management skills. Ability to work individually or as a part of a team. Strong work ethic and always accepts challenging responsibilities.

AREAS OF EXPERTISE

- Operations Management
- Transportation Planning
- Budgeting/ Financial Analysis
- OSHA and HACCP Regulations
- Equipment Acquisitions/Asset Management
- Organizational Reengineering

EXPERIENCE

XXXX Company Name XXXX, Breinigsville, Pennsylvania

Senior Operations Manager, October 2005–Present

- Handle Logistics Operations and oversee numerous procedure involving 20 drivers and tractors.
- Started new operation in Gouldsboro with 48 tractors and 70 full/part-time drivers delivering palletized groceries, and accountable for hiring, HR, customer service, DOT compliance, vehicle maintenance, and P & L process.

XXXX Company Name XXXX, Swedesboro, New Jersey

Branch Director, October 2003–October 2005

- Consolidated warehouses from Hartford, CT and Severn, MD to a new warehouse in this place.
- Managed office staff, including sales, warehousing, and transportation for the 200,000 Square foot warehouse.

XXXX Company XXXX ~ 1976–2003

Successfully progressed in this wholesale food distribution company by being promoted to challenging positions and accepting increasing responsibilities.

Kearny, New Jersey Division

Vice President of Operations, October 2001–March 2003

- Accountable for managing 60 drivers, 50 warehouseman, and eight Management support staff.
- Instituted changes in warehouse layout to increase productivity, reduce damaged products, and facilitate replenishment.
- Implemented Roadnet Routing System and increased on time deliveries by 20%, as well as reduced number of power units in fleet by more efficient routing, which realized an annual savings of over \$175000.
- Successfully increased sales and built strong client base in the division.

Fresno, California Division

Vice President of Operations, March 2000–October 2001

- Relocated to open and direct operations at a new division in the city.

San Francisco, California Division

Vice President of Operations ~ July 1999–March 2000

- Promoted from Operations Manager to Vice President of Operations within one year.
- Accountable for overseeing the overall management of the warehouse and transportation functions of this 160,000 square foot facility, including 120 employees, 115-vehicle fleet, \$8 million inventory, and a \$15 million annual operating budget.
- Reduced equipment costs by \$300,000 annually and directed changes in warehouse picking and loading which reduced labor by 15%.
- Handled workers compensation claims, property management, union grievances, and conducted exchanges between sales and operations.

Operations Manager ~ November 1998–July 1999

- Efficiently managed the transportation, warehouse, and inventory control departments out of the 2,500 accounts in Northern California.
- Accountable for controlling \$15 million annual operating budget, receiving, quality and inventory control for 8,500 line items, building and fleet maintenance, safety and OSHA compliance.
- Reduced frequency of off-day deliveries which improved customer service and operating efficiencies.
- Implemented a resident depot operation to distribute \$20 million in new sales.

EXPERIENCE (CONT'D)

U.S. Foodservice ~ 1976–2003

Pittston, Pennsylvania Division

Director of Operations, September 1996–November 1998

- Directed the daily operations of the warehouse and transportation departments of this 120,000 square foot facility with an annual sale of \$140 million.
- Conducted inventory management, expense control, capital requirements, and proper utilization of assets, as well as managed five supervisors and more than 110 hourly employees
- Maintained company budgetary goals via confident leadership, decision making, and financial analysis.
- Instrumental in volume growth from \$80 million to over \$120 million in sales.
- Restructured the shipping operation reducing late dispatch by 20% which resulted in improved customer service.

Director of Transportation, January 1990–September 1996

- Directed the performance of approximately 65 drivers, three supervisors, and two clerical staff to obtain proper safety goals, accident frequency, MPG performance, and DOT compliance.
- Provided positive productivity and financial results within a period of six months by analyzing route profitability, elimination, consolidation of unnecessary or similar routes, and implementation of a backhaul program.
- Purchased and installed a computerized routing system increasing efficiency of delivery routes and monitored driver performance, as well as saved the company \$100,000 by reducing operating costs.

Driver Supervisor, June 1986–January 1990

- Supervised 65 drivers, including hiring, safety, training, DOT, and OSHA compliance, as well as licensed and audited the lease payments for all vehicles and implemented a vehicle accident review board.

Shipping Supervisor, April 1979–June 1986

- Administered the overall shipping operation of 35 warehousemen, including maintaining payroll, accident investigation, and employee relations issues.

Delivery Service Representative, April 1976–April 1979

- Handled safe and efficient operations of a tractor-trailer for the pick up and delivery of product to designated customers and suppliers.
- Complied with all safety regulations of Department of Transportation, completed all forms, reports and equipment inspections in accordance to company policy.

EDUCATION

XXXX Name of the University XXXX, Scranton, Pennsylvania ~ *ASB Business Management* ~ 1994

TRAINING

Leadership Development Training
Serve-Safe Food Sanitation Training
Certified Forklift Trainer
Pennsylvania Class A license with all endorsements

COMPUTER SKILLS

Excellent working knowledge of MS-Office, IBM System 38, and AS400 Mainframe applications