

Senior Manager

20+ years of proven track record of tackling and solving tough business and technical problems

Resourceful, level-headed Senior Manager with progressive proven records of formulation and execution of strategic, financial and sales plans to achieve company goals. Possessing excellent client facing and employee skills. Adept at defining company direction and optimizing business opportunities. Talented at nurturing and growing business. Skilled at evaluating opportunities and risks. Able to deliver innovative new solutions to challenges. Collaborative leader, successful in building and motivating dynamic teams.

Highlights of Expertise

- Regional Oversight
- Project Management
- Strategy & Execution
- Supply Chain Optimization
- Client Relations & Presentation
- Process Optimization
- Financial Analysis
- Strategic Planning
- Contract Negotiations
- Management/Evaluation
- Team Building/Leadership & Mentoring
- Sales Strategy & Management
- Organizational Management Skills
- Operational Management

Career Experience

Supply Chain Company, Mintown, WV

SENIOR MANGER (2017 to Present)

Accomplish strategic plan through overseeing operations, developing functional roles and assigning responsibilities to employees.

- Display leadership in training and educating manufacturing, distribution, and third-party logistics (3PL) executives to enhance profitability and efficiency with logistics operations.
- Manage P&L which involves monitoring net income after expenses, with direct influence on how company resources are allocated.
- Identify qualitative and quantitative improvements to organizational supply chains from order inception to delivery resulting in significant reduction in supply chain costs.

International Inc. – Mintown, WV

ACCOUNT MANAGER (2014 to 2017)

Managed and oversaw daily operations of Assigned Accounts. Increased revenue by expanding service offerings. Provided improvement opportunities and cost savings to client base.

- Executed beneficial programs and confirmed long-standing partnerships by communicating thorough understanding of assigned businesses.
- Identified cost improvement changes and cost savings plans that resulted in increased company savings.
- Two years consecutively one of highest 5-growth accounts in company resulting in company growth and opportunities.