|  |  |
| --- | --- |
|  | **Anthony Jones**  amaziah1986@gmail.com  /  C: 314-518-1203  Florissant, MO 63033 |

|  |
| --- |
| **Summary** |

Results-driven Management professional with seven years of experience in financial & technical operations, production management, organizational development and team building within diverse industries. Highly adept in planning, coordinating and executing successful production strategies. Track record of improving operational stability, efficiency and profitability. Strong collaborator with senior stakeholders, effectively prioritizing activities, translating business requirements into solutions and achieving defined objectives.

|  |
| --- |
| **Skills** |

|  |  |
| --- | --- |
| * Performance reporting * Process improvement strategies * Cost reduction and containment * Systems implementation * Multidisciplinary collaboration * Staff training and development | * Policies and procedures implementation * Contract review and recommendations * Workforce training * Cross-functional communication * Productivity improvement specialist |

|  |
| --- |
| **Experience** |

Branch Manager / Orkin LLC - St. Louis, MO  *11/2017 - Current*

* Managing a $3.8 Million organization
* Increased Profits by 30% year over year
* Increased recurring revenue by 14% year over year
* Directly managing 23 employees
* Responsible for the sales, payroll, recruiting, training, coaching, vehicle, and product procurement

General Manager Trainer / St. Louis, MO  *10/2013 - 09/2017*

* Responsible for the growth, profit, and loss of the branch.
* Implemented new training and development of regional employees.
* Created marketing strategies to increase the branches community awareness and appeal.
* Created budgets and approved budget expenditures.
* Attained new clients through Relationship Selling.
* Corrected the culture in 3 separate branches in 18 months.

Sales Associate / St. Louis, MO  *11/2010 - 02/2013*

* Prepared sales contracts for orders obtained, and submitted orders for processing.
* Negotiated prices or terms of sales or service agreement and closed sales.
* Prepared sales presentations or proposals to explain product specifications or applications.
* Provided customers with ongoing technical support.
* Informed customers of estimated delivery schedules, service contracts, warranties, or other information pertaining to purchased products.

|  |
| --- |
| **Education and Training** |

Forest Park Community College St. Louis MO

Some College (No Degree): Psychology

Washington University St. Louis Mo

Coding Bootcamp: Graduation 10/01/2021