

Lane Smith

Cornville, Arizona |(928) 963-1912 | lane.smith.contact@gmail.com | LinkedIn: [Lane-G-Smith](#)

Summary

Highly motivated and results-oriented leader with over 15 years of experience encompassing operations management, team leadership, staff training, and ensuring exceptional client experiences. Proven ability to manage complex logistics, maintain high safety and quality standards, oversee inventory and P&L, and cultivate strong relationships with clients, staff, and vendors.

Skills

Leadership & Management: Staff Training & Development, Team Leadership, Performance Evaluation, Scheduling, Delegation, Safety Compliance, Procedure Implementation, Operations Management, Project Management, Problem Solving

Operations & Logistics: Inventory Management, Ordering & Procurement, Vendor Relations, Equipment Maintenance & Repair, Logistics Coordination, Scheduling, Process Improvement, Safety Protocols
Customer Service & Guest Experience: Client Relationship Management, Guest Satisfaction, Needs Assessment, Communication (Written & Verbal), Conflict Resolution, Upscale Service Orientation, Phone Etiquette

Financial Acumen: P&L Management, Budgeting, Bookkeeping Fundamentals, Cost Control Initiatives, Cash Handling, Financial Planning (Business Level)

Food & Beverage Related: Foundational Food Service Experience, Meal Planning & Coordination (Group Settings), Beverage Distribution Knowledge, Product Demonstration, Safety & Sanitation Awareness

Experience

Co-Founder | Candle Magic Studio | 2024 – Present

- Established the business from concept, developing and executing a strategic growth plan.
- Managed all financial operations including P&L, bookkeeping, financial planning, and budgeting.
- Successfully optimized online marketing strategies, achieving zero marketing costs.

Founder | Lane G Photography | 2020-Present

- Built and managed a photography business; handling scheduling, contracts, and client relations.
- Oversaw all financial aspects, including P&L, bookkeeping, and budgeting.
- Cultivated relationships with industry peers, leading to increased business opportunities.

Drive Manager/Field Supervisor | Professional River Outfitters | 2017 – 2020

- Managed drive staff, delegated tasks, communicated procedures, schedules, and safety protocols effectively.
- Trained and supervised team members on company policies and safety procedures.
- Oversaw complex inventory management, maintenance scheduling, and upkeep of essential company equipment and vehicles.
- Directed logistics for transporting equipment and clients to remote destinations safely and efficiently.

Field Manager | Canyon River Equipment Outfitters | 2014 – 2020

- Provided leadership to field teams, ensuring organizational efficiency and adherence to schedules.
- Directly interacted with clients, building rapport while representing the company, tending to needs, and preparing meals in field settings.
- Trained clients on equipment use, safety procedures, and environmental guidelines (Leave No Trace, NPS).
- Demonstrated product knowledge and provided hands-on training for company equipment.

Trip Leader & Guide | Zephyr Whitewater Expeditions | 2011 – 2014

- Managed all trip logistics, prioritizing client safety and satisfaction in high-pressure environments.
- Led staff teams, assigning tasks, conducting safety briefings, and guiding clients through demanding activities.
- Coordinated meal planning and preparation to meet diverse client expectations.
- Ensured all equipment was inspected, prepared, and functional, maintaining operational readiness.
- Fostered a positive team atmosphere focused on delivering exceptional guest experiences.

Distribution Manager | Eastern Sierra Wholesalers Inc | 2009 - 2010

- Managed wholesale beverage distribution route, ensuring timely deliveries and accurate inventory management within retail stores.
- Monitored stock levels, managed product rotation, and processed returns to maintain quality standards.

Operations Manager | Parchers Resort | 2006 – 2009

- Managed daily resort operations, including creating project lists, ordering products, and maintaining equipment.
- Oversaw inventory control and managed vendor relationships, including ordering and contract negotiation.
- Conducted employee performance evaluations and delivered effective staff training.
- Communicated procedures, schedules, and safety protocols clearly to both staff and guests.
- Responsible for cash handling and financial record-keeping.

Shop Foreman & Lead Technician | Mammoth Powersports | 2006 – 2009

- Managed daily shop workflow, prioritizing repair orders, estimating completion times, and ensuring efficient turnaround to minimize operational disruptions.
- Delegated repair tasks to maintenance staff based on individual skillsets and workload.
- Oversaw service order processing and maintained optimal inventory levels for standard repair parts and shop supplies, coordinating orders as needed.
- Collaborated closely with other dealership departments

Education

Bachelor of Science in Psychology | Northern Arizona University | 2016

High School Diploma | Sonora High School | 2003

Additional Details

www.lanesmith.info