

Leonard Arthur Cave

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PROFESSIONAL SUMMARY

Strategic Manager with 10+ years' experience leading internal, domestic and/or global teams through key projects, communications, and implementation related to sales operations, strategic initiatives, optimization and cross-functional compliance projects. Acquired long-term supplier deals with Fortune 500 companies such as Amazon, USPS, FedEx and top RV brands, surpassing \$950M+ in profits and 18% growth in commercial vans market share. Detail-oriented with economic examinations, stakeholder management, process innovation, governance, and risk management.

EXPERIENCE

MERCEDES-BENZ USA | ATLANTA, GA

June 2018 – Present

FLEET OPERATIONS STRATEGY PROJECT MANAGER

- Influence commercial vans market share growth by 18%, and induce 125% Sales Growth annually by leading project initiatives, including implementation, and support growing top-tier strategic partnerships.
- Draft, review, and implement policies, procedures and processes, ensuring sales and operational compliance; manage and support all top-tier client contract agreements, from NDA's to \$100million USD agreements.
- Recommend audit strategies addressing high-risk areas, reducing annual loss by 88%; managing financial audits of dealers, and partnering with Audit committee and Executive management for operational improvements.

ATLANTA PUBLIC SCHOOLS | ATLANTA, GA

February 2016 – April 2018

PROJECT MANAGER

- Developed an up-to-date Visio IT governance structure to reduce risks in complex project engagements by 35%.
- Cultivated relationships with key stakeholders, demonstrated confidence and willingness to challenge intuition and status quo based on fact-based insights to influence virtual learning as a strategic and effective alternative.
- Formulated automation solution interfaces, saving 380+ hours in QA data entry and data processing time

ECO CONSTRUCTION, LLC. | LAKE MARY, FL

April 2015 – February 2016

SENIOR BUSINESS PROJECT MANAGER

- Delivered projects before deadlines, added 10% revenue growth, and improved operational cost efficiency by 20%.
- Assembled documentation and influenced stakeholders to acquiring projects yielding \$5MM in revenue.
- Devised resource planning, allocation strategies and ensured milestone attainment within project timelines.

TOP CERTIFICATIONS | DAYTONA BEACH, FL

November 2013 – April 2015

BUSINESS CONSULTANT

- Produced over 100 business scenarios and created consumer-focused PowerPoint decks for executive management.
- Communicated with clients, identifying, and delivering client requirements to improve client service efficiency to 95%, designed storyboard and content flow for client presentations.

WELLS FARGO BANK, CO. | DAYTONA BEACH, FL

April 2008 – November 2013

BRANCH MANAGER

- Analyzed consumer preferences and competitor strategies; advised bank teams in devising and committing to new market entry strategies, led branches in yearly sales of 188% above branch goal annually.
- Conceptualized and deployed optimization process solutions to enhance sales performance by 85%.

EDUCATION

J. MACK ROBINSON COLLEGE OF BUSINESS – GEORGIA STATE UNIVERSITY

Executive Master of Business Administration (EMBA)

May 2022

Panthers on Wall Street Program

May 2022

HARVARD BUSINESS SCHOOL ONLINE

Certificate of Completion in Global Business

May 2020

Certificate of Completion in Sustainable Business Strategy

December 2019

Certificate of Completion in Business Analytics

October 2019

DAYTONA STATE COLLEGE, DAYTONA BEACH, FL

Bachelor of Science in Business Administration, Supervision and Management

May 2012