Stephen Sisco

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**Qualifications Profile**

* **Operations Management:** Expert at overseeing supplies, procurement, and resource allocation; developing and executing strategic processes to optimize productivity, efficiency, and overall performance.
* **Business Development:** Proven ability to manage all aspects of sales and marketing operations across fortune 500 companies to drive business growth. Able to cultivate strong working relationships with customers and colleagues.
* **Project Governance:** Adept at providing exceptional project management services in real estate, government affairs, international business development, and logistics to drive corporate success.
* **Team Building & Leadership:** Forward-thinking leader with tactical and strategic vision, keen bottom-line focus, and verifiable success in enhancing efficiency and maximizing results.
* **Superior Customer Service:** Skilled in delivering an exceptional level of service and support, while consistently completing work ahead of schedule to propel firm productivity and customer satisfaction.

**Professional Experience**

United Parcel Service, Nashville, TN

**Operations Supervisor** (2016 to Present)

Lead and manage a group of up to twenty-five package handlers to ensure seamless working operations. Enhance workflow efficiency and organizational productivity by supervising employees on production and safety requirements. Demonstrate excellent communication and leadership skills, building and strengthening strong working relationships with all levels of personnel.

*Key Contributions:*

* Employed effective problem solving and troubleshooting skills that improved equipment effectiveness and achieved planned performance level.
* Addressed and reported any problems to sort managers for timely resolution.

Servpro, Nashville, TN

**Director of Business Development** (2012 to 2016)

Devised and executed effective sales initiatives, including organizing quarterly continuing education courses for prospective clients in real estate and insurance. Utilized CRM software to arrange daily, weekly, and monthly appointments, make cold calls, follow up on leads, and develop new strategies for different market segments.

*Key Contributions:*

* Recognized for surpassing monthly sales targets, daily marketing goals, weekly closing appointments, and social media goals.
* Expanded business growth by establishing first-time customers in new markets.

Sisco Group, LLC & Sisco Consulting, LLC, Nashville, TN

**Project Manager and Consultant** (2002 to 2012)

Assumed key accountability for providing expert level advice on various facets of client relationships at the federal level with a keen focus on acquiring contract. Managed all aspects of construction projects, including the redevelopment of a dilapidated building into a highly successful mixed-use residential/retail property. Captured potential real estate and other business opportunities through qualitative and quantitative methods.

*Key Contributions:*

* Credited with developing the initial pro forma and financial projections for Nacho’s Restaurant in Franklin, TN.
* Tactfully negotiated on commercial lease that facilitated Nacho’s Restaurant on opening another restaurant.

Wastaway, LLC, McMinnville, TN

**Business Development Director, Central America** (2010 to 2015)

Engaged with The Bouldin Corporation to drive sales for Waste to Energy systems across Central America.

*Additional experience as* ***Business Development Director*** *at The Lexington Group, LLC, as* ***Owner*** *at New Leaf Construction, LLC, as* ***Manufacturing Representative*** *at TN Dept. of Economic Community Development, as* ***Regional Property Manager*** *at Dixon Springs Investment Company*

**Educational Background**

University of Montana, Missoula, MT

**Bachelor of Liberal Arts**