Justin M Barsanti, BS, MBA

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| Education | | | |
|  | Colorado Tech University — Colorado Springs, CO  Master of Science in Business Administration (MBA) – 2010   * Current GPA: 3.7 * Applied to several honor societies – awaiting confirmation   University of Florida – Gainesville, FL  Bachelors of Science in Business Administration (BSBA) – 2006   * Graduating GPA: 3.4 * Member of Tau Sigma National Honors Society * Member of Sigma Beta Delta National Honors Society   Saint Petersburg College – Saint Petersburg, FL  Associates in Applied Science of Business (AA) – 2004   * Graduating GPA: 3.8 * Member of National Collegiate Deans List | | |
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| Key Skills   * Leader in every facet of business operations * Over 200 hours of leadership/management and sales training given via Target including Advanced Sales Technique and Leadership (LEAD) courses | | | |
| Experience | | | |
|  | AC Kids Campus of Seminole, Inc.  Owner/CEO  Child Life Preschool, Inc.  Owner/CEO  The Education Team, Inc.  Owner/CEO  Kohls Corp – St Petersburg, FL  Executive of Operations and Human Resources  Highlights:  Target Corp — Pinellas Park, FL  Executive Team Leader - Logistics | 2010-present  2011-present  2011-present  2008-2010  2006-2008 (2004) | |
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|  | **Highlights**:   * Improved logistical process from an “emergency response store” to a 100% scorecard from 2006 to 2007. * Winner of group space management challenge contest in 2007 * Recognized as quarterly top logistics performer in 2007 * Recognized as yearly top ETL performer for district in 2008 * Cut logistics payroll hours by 1,100 in 2007 as compared to 2006; a $9,350 reduction in payroll expenses * Came in at 11% under budget goals in 2007 * Appointed as district self-assessment captain 2008 * Appointed as store “bounceback” (recovery) captain 2006 to ensure a smooth transition and store recovery out of the holiday season   **Core Roles:**   * Supervise a team of 60 and up to 100 direct reports during peak times * Served as 6 month overall store manager interim * Directly responsible for driving sales and meeting sales quotas * Develop and communicate long and short term vision and company goals * Provide consistent and timely feedback, coaching, and recognition to the team * Recruit, select, develop, and work to retain talented team members * Serve as a mentor to several executives within the district * Analyze schedules to ensure proper staffing levels and payroll control * Make appropriate financial decisions to reduce payroll and achieve expense control * Prevent shortage by driving an awareness culture, identify potential shortage causes and take appropriate partners to ensure shortage concerns are addressed * Responsible for controlling costs and enforcing a budget within team and district * Analyze budgets and adjust when necessary to be as cost effective as possible * Responsible for merchandise receiving process, freight flow, replenishment transition, backroom inventory, and productivity results * Ensure that store is full and impactful at all times through freight management * Manage all day-to-day logistical operations including proper sequencing of logistical process * Ensure that team member safety was priority at all times during working hours * Oversee McLane grocery deliveries to ensure that team members have a focus on food freshness and that product was received correctly and temperature checks are being properly administered * Analyze distribution center freight flow and delivery times to coordinate proper product flow * Manage receiving team to ensure they are create timely and accurate receipts and credits for all direct-to-store deliveries   **Target Corp – St Petersburg, FL 2004-2006**  **Executive Team Leader – Hardlines (Sales Floor)**  **Highlights:**   * Appointed district inventory captain 2005 and 2006 * Recognized twice as quarterly top performer within district in 2004 and 2005 * Appointed a technical trainer in 2005 and 2006 * Appointed part of the campus recruiting team 2004, 2005, and 2006 * Appointed as store safety captain to help reduce safety claims and increase profitability * Ran an overall sales increase in 2008 of 2.3% as compared to previous year * Ran a positive mature comparison of 3.4% in sales from 2004 to 2005 * Mentored two team members into promotions * Served as group electronics expert for group 393 * Dramatically improved all guest survey scores across the board each year in hardlines   **Core Roles:**   * Supervised a team of 25 and up to 50 direct reports during peak times * Directly responsible for driving sales and meeting sales quotas * Made appropriate decisions to achieve payroll and expense goals * Oversaw in-stocks teams, food consumables team, electronics team, plan-o-gram team, price change team, and all sales floor team * Drove a shortage culture; identified potential shortage concerns and took appropriate partners to ensure action was taken to address the concerns * Ensured employees handling food items adhere to the five keys to freshness which includes product rotation (FIFO) and no expired products * Ensured quality assurance/product safety recalls are completed within 24 hours of notification * Established a zoned to plan-o-gram great looking store at all times for the guests * Led team to ensure that endcaps, ads, and sales-planners are set, taken down, filled and signed on time while ensuring rain checks and substitutions were set up to drive sales * Ensured compliance with company guidelines for merchandising and signing; implemented new company directives as they were established * Walked the sales floor everyday to set daily goals and expectations, followed-up with team to ensure goals and expectations were satisfied while quickly resolving any in-stock, presentation, pricing, signing or safety issues * Evaluated performance results and implementing appropriate action to achieve goals; holding all others accountable to do the same   **SunTrust Bank – Gainesville, FL 2002-2004 Financial Sales Representative**  **Highlights:**   * Over $1,000,000 in portfolio from 2002-2004 * Recognized as a district top performer in 2004 * Top sales performer for branch 2003   **Core Roles:**   * Assessed the short and long term financial needs of clientele * Also served as interim assistant branch manager * Created financial plans for clientele to maximize monetary returns utilizing the most effective and current market tools (i.e. money markets, CD’s, home equity loans, mutual funds, annuities, etc) * Role required the use of exceptional mathematical, computer, analytical, and problem solving skills in order to pay special attention to detail and have the ability to seek out and utilize obscure information to create a strong client portfolio * Strong interpersonal skills and relationships with clients and other business sources. * Excellent written and verbal skills needed for presentation of products   **Sixth Gear Online, Inc. – Seminole, FL CEO/Owner/President 1997-2002**  **Highlights:**   * Took business from $600,000 in gross sales in year one to $2,000,000 in year four * Took a business from scratch to a highly sustained and profitable business * Had a total of 18 employees by 2002   **Core Roles:**   * Developed, owned and operated Sixth Gear Online Inc. Company was founded to be an aggressive catalyst for change within a waning automotive aftermarket parts marketplace. * Specifically focused on business plan on areas including my mission, vision, objectives, services or products, target market, marketing plan and financials * Began as e-commerce website and at the end of year one moved into retail shop location * Business was marketed through mediums such as magazine, radio ads, car show events, etc. * Maintained entire business myself as financial manager/analyst, marketing manager, general manager, etc. * Responsible for all day-to-day business operations   **Volunteer Service**   * Target Elementary Reading Day 2005-present * Target & Blue (crime prevention awareness night) 2003-present * Target YMCA Day of Giving 2003-present * Target United Way 2003-present * National Night Out 2003-present * Toastmasters 2005 * Big Brothers Big Sisters of America 1998-1999 * Volunteer Firefighter 1997-1999   ­­­­­­­­­­­­­­­­­­­­**Other**   * Licensed State of Florida Mortgage Broker 2004 * State of Florida Notary Public 2004 * Licensed State of Florida Health, Life and Annuity 2004 * Graduated Fire School Academy 1998 | | |