

Franklin Finger

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Operations Manager

Creative and business-savvy **general manager and sales professional** with 14 years of progressive experience across a broad range of management functions and diverse industry segments. Proven ability to combine vision, creativity, organization and strong business acumen with well-developed operations and leadership qualities to support and implement goals for the organization, product launches, and branding-rebranding initiatives, positioning companies and products for success.

Areas of Expertise

Strategic Business Planning
Conflict and Dispute Resolution
Customer Service Management

Vender Relations
Inventory Management
Team Building and Training

Professional Experience

Southern Eagle Distributing
Charleston, South Carolina (2013- 2014)

Sales Representative

- Increased sales by 7 percent with relationship building and gaining new business
- Executed new product launches and promotions with 6 new products

Ben Arnold Beverage Company
Charleston, South Carolina (2012- 2013)

Sales Development Representative

- Selling display ideas and new products to key decision makers
- Serve as primary contact for Costco to position Ben Arnold as distributor of choice

Captain Woody's Bar and Grill
Hilton Head Island, South Carolina (2009-2012)

General Manager

- Responsible for payroll, inventory, schedules, accounting and all day-to-day operations
- Established new inventory system for retail items to maximize profits and increase sales by 20 percent

Ocean Grille Restaurant – Lowrey Group
Hilton Head Island, South Carolina (2007-2009)

General Manager

- Created an incentive program with local hotel managers which increased business 15 percent the first year and 25 percent the second year
- Developed monthly and yearly budgets then met or exceeded goals

Education

University of South Carolina Columbia, SC
Bachelor of Science in Hospitality, Retail, and Sports Management
Major: Retail Management
December 2011

Dean's List Senior Year