

KYLE MOODIE

PROFESSIONAL SUMMARY

Director of Operations with over 15 years of extensive expertise in optimizing business operations and vendor relations within the hospitality industry. Demonstrates a visionary approach to strategic growth, leveraging skills in marketing strategy, recruiting, and project management to enhance operational efficiency and customer satisfaction. Passionate about driving innovation and fostering partnerships to elevate service quality and achieve long-term success.

EMPLOYMENT HISTORY

LEAD SALES COM REPUBLIC NATIONAL DISTRIBUTION COMPANY Jun 2025 - Present

Tysons/Reston/Sterling/Great Falls/Dulles, Virginia

- ◊ Managed over 100 client accounts across NOVA region
- ◊ Maintained valued relationships with RNDC Suppliers by achieving goals and connecting suppliers to high valued accounts
- ◊ Led Campaigns for accounts working closely with suppliers, marketing and finance departments within RNDC
- ◊ Coordinated and led events/wine dinners/tastings with valued clients/accounts (restaurants, hotels, country clubs, retail stores)
- ◊ Created marketing materials with supplier partners to highlight products, increase account sales, and build company visibility
- ◊ Oversaw supplier ridealongs negotiating large supplier deals building relationships between them increasing sales, achieving supplier goals and increasing inventory value within the RNDC portfolio.

GENERAL MANAGER Mar 2024 - Present

Dominion Wine and Beer Falls Church, Virginia

- ◊ Oversee daily store operations, enhancing efficiency and customer satisfaction.
- ◊ Maintain optimal inventory levels, ensuring product availability and reducing shortages.
- ◊ Design compelling merchandising displays, boosting sales and customer engagement.
- ◊ Resolve customer issues promptly, fostering loyalty and repeat business.
- ◊ Develop and implement policies, ensuring legal compliance and operational consistency.
- ◊ Lead store operations and strategic growth initiatives while optimizing inventory management and vendor relationships to enhance operational efficiency and customer satisfaction

OPERATIONS MANAGER Aug 2019 - May 2020

Streets Market Washington, District Of Columbia

- ◊ Coordinated recruitment and training, enhancing staff efficiency and operations.
- ◊ Boosted wine and spirit sales by ~10% through strategic improvements.
- ◊ Managed 20+ staff, overseeing recruitment, evaluations, and payroll.
- ◊ Negotiated vendor contracts, ensuring quality and cost standards.
- ◊ Led event planning, ensuring compliance with health and safety regulations.

LEAD BARTENDER Jan 2019 - Aug 2019

Homestead & Cinder BBQ Washington, DC

- ◊ Led bar team, enhancing service speed and quality, boosting customer satisfaction significantly.
- ◊ Managed inventory efficiently, reducing waste and optimizing stock levels for cost savings.
- ◊ Trained new staff, fostering teamwork and ensuring consistent service standards.
- ◊ Resolved customer issues promptly, maintaining a high level of guest satisfaction.
- ◊ Implemented innovative drink menu, increasing sales and attracting new clientele.

BEVERAGE DIRECTOR AND CUSTOMER ENGAGEMENT MANAGER**Jun 2014 - Nov 2018****Oven & Tap***Bentonville, Arkansas*

- ◊ Crafted seasonal cocktail menus, enhancing customer satisfaction and engagement.
- ◊ Developed a comprehensive 20-tap beer and cocktail list, boosting sales and variety.
- ◊ Educated staff on beverage offerings, improving service quality and customer experience.
- ◊ Collaborated with local farms and reps for unique ingredients, strengthening community ties.
- ◊ Coordinated with chefs for menu pairing, optimizing inventory and seasonal offerings.

EDUCATION

BACHELOR OF SCIENCE (BS)**Mar 2008 - Mar 2012****Pittsburg State University***Pittsburg, KS*

COURSES

PYTHON FOR DATA SCIENCE, AI & DEVELOPMENT Sep 2023*IBM, Coursera*HANDS-ON INTRODUCTION TO LINUX COMMANDS AND SHELL SCRIPTING Aug 2023*IBM, Coursera*INTRODUCTION TO AGILE DEVELOPMENT AND SCRUM Aug 2023*IBM, Coursera*INTRODUCTION TO CLOUD COMPUTING Aug 2023*IBM, Coursera*INTRODUCTION TO DEVOPS Aug 2023*IBM, Coursera*INTRODUCTION TO SOFTWARE ENGINEERING Aug 2023*IBM, Coursera*GETTING STARTED WITH GIT & GITHUB Aug 2022*IBM, Coursera*

SKILLS

GitHub (*Beginner*), Project Coordination (*Skillful*), DevOps (*Beginner*), Cloud Computing (*Beginner*), ZenHub (*Beginner*), Sprint Planning (*Beginner*), Agile Leadership (*Beginner*), Python (Programming Language) (*Beginner*), Event Management (*Expert*), Marketing (*Skillful*), Project Management (*Experienced*), Vendor Coordination (*Expert*), Operations Management (*Expert*), Management (*Expert*), Marketing Strategy (*Expert*), Recruiting (*Expert*), Business Development (*Expert*), Process Improvement (*Expert*), People Management (*Expert*), Sales Operations (*Expert*).

INTERNSHIPS

RESEARCH INTERN**Oct 2023 - Feb 2024****Crossroads Campaign Solutions***Washington, DC*

- Drafted, wrote, and designed company correspondence, social media posts, audit reports for clients.
- Collated, manipulated, and designed campaign metrics for measuring success goals and progress for voter outreach, client data, VAN data, and organizational strategic planning.
- Moderated, transcribed, and assisted in educational webinars and client virtual meetings.
- Oversaw day-to-day office operations.
- Designed and managed internal and external databases ranging from voter data, budget, travel, and scheduling for both clients and company executives.

REFERENCES

Jenisha Watts, The Atlantic (Jenisha.watts@gmail.com); **John Anderson**, Cinder BBQ (john@ciderbbq.com); **Adam Berti**, RNDC (7246995623); **John Miyasato**, Crossroads Campaigns (jmiyasato@crossroadscampaigns.com).