

Contact

rjroche89@gmail.com

www.linkedin.com/in/robertjroche
(LinkedIn)

Top Skills

Operations Management
Interpersonal Communication
Entrepreneurship

Robert Roche

SR Business Development Representative at J.B. Hunt Transport Services, Inc
Philadelphia

Summary

Supply chain adviser helping create the most efficient supply chain in North America. I listen to your goals, provide solutions that will drive out inefficiencies, bring analytics and visibility to your freight and superior access to capacity.

I work hard every day to better understand your industry, J.B. Hunt's solutions and the challenges ahead in the transportation industry.

robert.roche@jbhunt.com | 856-356-1528

Experience

J.B. Hunt Transport Services, Inc

2 years 3 months

SR Business Development Representative

January 2021 - Present (5 months)

Business Development Representative

July 2019 - Present (1 year 11 months)

Capacity Procurement Representative

March 2019 - Present (2 years 3 months)

Cherry Hill, New Jersey

Berlin Farmers Market

General Manager

August 2011 - Present (9 years 10 months)

- Manage seventy-five business owners leasing 150,000+ sq. ft. of retail and commercial space to ensure tenant satisfaction, bid and execute maintenance repairs and verify tenant compliance with lease terms.
- Bill, collect and record tenant's weekly rent and other fees
- Manage marketing budget and demonstrated an increase of foot traffic by an average of 10% per year. Built and maintain company website and social

media pages. Create all marketing content for digital and print media with Photoshop and Adobe Illustrator.

- Manage internal communication between management, office personnel, maintenance employees and outside contractors.
- Recruit quality tenants to fill vacancies that meet customer demand
- Provide excellent customer service, gather leads for outdoor space and collect monthly rental payments from 500+ outdoor market vendors.
- Plan, bid, implement and follow up with construction contracts.

Caffeine Corner

Business Owner

December 2016 - Present (4 years 6 months)

41 Clementon Rd. Berlin, NJ 08090

- Created a business plan to open a full service, gourmet coffee and bagel shop.
- Obtained required necessary legal documents, licenses and permits to build storefront.
- Manage all day-to-day operations including customer service and barista duties, ordering inventory and supplies, hiring and training new employees, staffing the store and completing payroll
- Received 54 Five-Star reviews in less than one year of operation

UPS

Operations Supervisor

October 2014 - March 2017 (2 years 6 months)

Lawnside, NJ

- Supervise and manage work activities of 40-60 hourly employees and 4 supervisors.
- Provide training to newly hired employees on job methods, UPS policy and safety procedures. I have demonstrated one of the highest new hire retention rates in the Lawnside hub.
- Helped successfully implement Smart Scan, a major technology initiative to be tested in the Lawnside hub and expanded to UPS hubs throughout the nation.
- Maximize UPS profits by planning and directing employees to load outbound packages in their destination vehicle while ensuring that my center exceeded production goals.
- Provide excellent customer service by greatly reducing service failures through communication, training and motivating employees.

- Validate that employees are following OSHA and company safety policies to prevent injuries and claims.

Education

Ashford University

Bachelor's degree, Management Information Systems, General · (2012 - 2017)