**Newman Banks McDade II**

Burlington, NC 336-954-7798 sigchi178@gmail.com

**Summary I am a result-driven professional with a passion for attention to detail. I provide**

**support for complex, time-sensitive, projects, as well as maintain routine operations. With excellent communication and interpersonal skills, I am able to facilitate effective collaborative efforts and team environments. I apply discretion and sound judgment to every task, respecting highly confidential materials and information.**

**Education Grand Canyon University, B.S. Healthcare Administration**

**Summa Cum Laude Academic honors 3.92 GPA**

**Grand Canyon University, MBA, 3.85 GPA**

**Experience**

**President/Owner**

February 2019-present **Muda Cards LLC**

* + - * Responsible for the company’s overall P & L’s.
* Manage, create, and update multiple direct reports
* Operational knowledge of managing a website e-commerce business
* Managed budget for all ecommerce functions including expenses and sales
* Ensured compliance to industry standards and customer expectations while managing projects and vendor relationships
* Identify and analyze products strategy, including trends, competition, promotion, pricing, and other factors that impact demand and supply

**Independent Insurance Agent/Broker**

January 2018-March 2021 **Symmetry Financial Group/McDade Agency**

* Provide consulting in general life insurance, Mortgage Protection, Critical Period, and Final Expense coverage
* Deliver and explain policies, analyze insurance strategies to advise additions, changes, or to create a custom product
* Provide insurance solutions for businesses and individual clients increasing coverage and lowering premium costs
* Oversee that policy requirements are implemented, including any necessary medical examinations and the completion of appropriate forms

**Employment Program Manager**

July 2016-April 2018 **Goodwill Industries of Eastern North Carolina (GIENC)**

* Operations and Compliance Manager producing a 20% increase in net profit
* Hired, Trained, Coached, and Mentored all employees
* Managed all logistics for the donation pickup service resulting in a 30% decrease in fuel costs
* Consistently exceeded production goals by 10%
* Exceeded performance metrics by 15%
* Evaluate employees and perform facility audits reducing injuries and workers compensation claims by 50%

**Acting Sergeant**

October 2013-July 2016 **NC Department of Public Safety (NCDPS) Prisons**

* Supervise and lead a staff of 25 officers
* Supervise in onsite medical facility
* Manage and supervise hundreds of convicted felons
* Emergency response/CPR certified
* Tactical weapon certified at expert level

**Retail General Manager**

September 2012-October 2013 **MVP Wireless/T-Mobile**

* Achieved highest activation and sales results in locations history
* Hired, trained, mentored, and coached all employees
* Exceeded quotas monthly by over 50%
* Received awards and honored for excellent customer service
* Developed new business accounts with a 20% growth month over month
* Managed multiple client and business accounts achieving growth above industry standards
* Managed all operations of the retail store raising sales by over 150% annually

**Project Manager/General Manager**

March 2012- May 2015 **McDade Construction Company**

* + - * Onsite Supervisor and Project leader
      * Managed all customer projects from start to finish
      * OSHA compliance officer and enforcer
      * Project Manager meeting deadlines early and being under budget on average by 12%

**General Manager**

March 2006-March 2012 **Greg & David Company** Phoenix, AZ

* + - * Created annual strategic plans leading to over $300,000 above projections.
      * Boosted sales to hit highest in company history at nearly $3,000,000.00
      * Supervised, managed, and mentored a team of over 50 employees
      * Managed call center for two charities increasing donations and lowering phone time by 30%
      * Cut out waste and lowered business costs by 40%
      * Responsible for the company’s/store’s overall P & L’s.
      * Managed and trained loss prevention cutting theft by 75%
      * Led store to highest sales increase in company at 20%