

CHIEF OPERATING OFFICER

12 Operating Officer Road | Greensburg, PA 12345 | T: 123-456-7890 | cooleader@gmail.com

STRATEGIC BUSINESS LEADER / CHIEF OPERATING OFFICER

OPERATIONAL LEADERSHIP / TURNAROUND OPERATIONS / BUILD, TRAIN & LEAD HIGH PERFORMING TEAMS

- Articulate, ambitious and results-driven Business Executive with broad based expertise leading effective business strategy, operations performance, and cross-functional team leadership in support of multi-million dollar organizations.
- Expertise in leading teams of cross-functional professionals in the implementation of effective operational strategies that decrease costs while improving efficiency, productivity, and effectiveness; presently manages P&L, strategy, and direction for a \$25MM provider of prepared salads serving commercial clients in 15 states along the Eastern seaboard.
- An effective communicator who leverages true passion and an unwavering commitment to excellence to launch, build, and lead high performing teams, consistently navigating the complex waters of business to secure and sustain resounding success in challenging markets.

CORE COMPETENCIES

- Operations Management
- Driving Revenue Growth
- Managing Multimillion Dollar Budgets
- Product Development and Re-Engineering
- Expertise in the Foodservice Industry
- Building and Leading Strong Teams
- Leading Post-Acquisition Integration
- Success in Turnaround Operations
- Maintaining Full P&L Accountability
- Coordinating Strategic Partnerships
- Sales Force Leadership
- Developing New Business Relationships

KEY PERFORMANCE RESULTS

- **Transformed operations as President of Sally Sherman, increasing revenue from \$11MM to \$25MM in three years** at this provider of prepared salads, desserts, and entrees to the foodservice industry.
- **Boosted revenue from \$40MM to \$170MM as Executive Vice President of Ace Endico**, anchored by foodservice distribution agreements with Yankee Stadium, Royal Caribbean Cruise Lines, Foxwoods Casino, Mohegan Sun casino, and multiple healthcare organizations.
- **Increased sales from \$11MM to \$40MM as Sales Manager for Ace Endico**, achieving excellence in a challenging and highly competitive market.

PROFESSIONAL HISTORY

2012 to Present: UFS industries/Sally Sherman, Greensburg, PA

- **President**

- Lead all vision, strategy, and execution for this \$25MM provider of prepared salads, desserts, and entrees, ensuring operational excellence and continued revenue production from sales of a portfolio of 100 SKUs to commercial clients in 15 states along the Eastern seaboard.
- Assume a lead role managing all corporate finance functions, with full P&L accountability; reformed Accounts Payable and Accounts Receivable and executed changes to the company's payroll processor, vendor, and banking provider to gain access to improved reporting and pricing.

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2012 to Present: UFS industries/Sally Sherman, Greensburg, PA (Continued)

Key Achievements

- Outstanding and exceptional results in turnaround operations, growing revenue from \$11MM in 2012 to \$25MM today; captured \$250K in annual savings through a change to logistics that eliminated deliveries and revolutionized the distribution model.
- Introduced sweeping changes to the corporate management structure, reversing a trend of declining performance and positioning the company for massive growth; championed the establishment of formal bookkeeping, inventory management, internal controls, and logistics procedures.
- Recruited a Director of Administration, charged with establishing bookkeeping and accounting practices in full compliance with GAAP, as well as a Sales Coordinator to direct the efforts of an inside sales team.
- Hired a Director of Facilities to ensure the productivity and efficiency of operations at two manufacturing locations, encompassing a USDA facility and a main production area; added two additional production managers to oversee operations.
- Restored production operations to full compliance with FDA HACCP regulations governing food safety; shuttered legacy production facilities and constructed a new location with \$1.6MM in new equipment that meets SQF Level 2 certification standards.
- Embarked on a campaign to redevelop the company's recipes, updating product configurations to meet current consumer trends and preferences and creating a foundation to recapture market share.
- Implemented ISO 2000 standards while committing all necessary changes to comply with the labeling requirements of the Food Modernization Safety Act.

"You have taken charge and transformed a company that was on life support to a vibrant and pristine enterprise. With the additional sales of Winn-Dixie, Sally Sherman is on track for greatness in 2015."

**Fred P., Owner
UFS Industries / Sally Sherman**

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1995 to 2012: Ace Endico, Greensburg, PA

– Executive Vice President (2003 to 2012)

- Recruited by the owner with a mandate to drive growth through corporate acquisitions on behalf of this leading purveyor and distributor of fine foods, with operations in four states and an inventory of 12,000 SKUs.

Key Achievements

- Navigated the company through a period of explosive growth, expanding revenue from \$40MM to \$170MM, anchored by distribution agreements with key accounts in the New York City restaurant, entertainment, and casino industries, with additional business relationships in Connecticut and New Jersey.
- Key client accounts included Yankee Stadium, Royal Caribbean Cruise Lines, Foxwoods Casino, Mohegan Sun casino, and multiple healthcare organizations.
- Exercised supervisory authority over a high performing team of 60 sales professionals and 225 employees engaged in sales support, customer service, purchasing, and other core operational areas.
- Served as the architect of highly effective strategies to build the business, including securing clients with more flexible financing arrangements than those offered by key competitors.

"Chris and I have won numerous battles against major competitors for many years. He is a fierce leader with a wealth of knowledge of our trade and I have been fortunate enough to have worked for him and with him."

Edward K., Business Sales Development Manager

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1995 to 2012: Ace Endico, Brewster, PA (Continued)

- Actively identified and recruited talented individuals from industry leaders to build top performing teams and erode the base of qualified employees at competitors; built a strong executive leadership team that included a Director of Purchasing and three regional managers.
- Assumed a lead role in the acquisition and integration of 8 companies, including a seafood company, Italian food importer, and other businesses, positioning Ace Endico as the premier provider of high end foods in every category.

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1995 to 2003: Sales Manager

- Met the challenge of growing the business in a challenging, highly competitive and saturated market, forming and strengthening relationships with key stakeholders and influencers in multiple industries.
- Successfully managed sales to secure an increase in revenue from \$11MM to \$40MM.

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1992 to 1995: Alliant Foodservice (formerly Kraft Service), PA

– District Manager

A demonstrated record of success and achievement at this broad line foodservice distributor of food and food-related products, equipment, and supplies., marked by a series of promotions to positions of increased influence, authority, and accountability.

- Delivered exceptional results as a Sales Representative, securing agreements with key clients in the restaurant and hospitality industry and driving consistent revenue growth.
- Recognized with a promotion to the role of District Manager, with accountability for sales performance across a territory encompassing Long Island, Brooklyn, and Queens.
- Actively engaged with sales representatives in a coaching and mentoring role, accompanying team members on sales calls to customers and prospects.
- Generated consistently impressive sales numbers, boosting weekly revenue from \$250K to \$340K.

Early Career

Sales Representative – Sysco Food Service, Albany, PA

General Manager – Elmwood Country Club, Elmsford, PA

General Manager – Burning Tree, Greenwich, PA

EDUCATION

Mercy College - Bachelor of Arts Degree in Business Administration and Management

Culinary Institute of America - Associate of Arts Degree in Culinary Arts

LANGUAGE SKILLS

Fluent in English, with basic proficiencies in Spanish and Italian