

John Smith

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Objective

To assume a challenging managerial position with a growth-oriented company offering stability and aggressive earning potential.

Summary of Qualifications

Leadership Skills. More than 10 years management experience in the hazardous materials industry, with 4 years specific experience in wholesale distribution. Successfully meet budgetary goals by maximizing resources and containing costs.

Field Expertise. Adept at emergency management. Class B CDL with HAZMAT/Tanker Endorsements.

Personnel Management Skills. Background includes recruiting, training, mentoring, evaluating and terminating staff. A team builder.

Interpersonal Communication Skills. Effective in working in a liaison capacity and establishing a rapport with a diverse public.

Creative Problem-Solving Skills. Decisive. Exceptional negotiation skills. Exercise initiative and follow-through. Loyal and dedicated.

Organizational Skills. Highly organized and detail-oriented, with outstanding time-management capabilities. Responsive to changing market trends.

Strong Work Ethic. Proven track record of improving revenues and service standards. Consistently demonstrate integrity. Committed to excellence.

Professional Experience

ABC Propane • 1996–Present

Manager • Anytown, CA (2003–2008)

Responsible for overall business performance of 13 district offices with annual EBITDA of \$6 million. Supervise 11 managers and 94 employees delivering 27 million gallons annually.

Acquire propane and manage wholesale distribution by rail, truck and barge. Ensure adequate supplies for agricultural customers. Serve as a liaison between district and corporate offices.

- Appointed to Advisory Board, which provides input to leadership team on strategic initiatives and company policies.
- Implemented daily/monthly information reporting systems for managers.
- Ranked #7 of 80 markets in Key Performance Indicators for 2004.
- Managed consolidation of 2 markets, including the relocation of 1 district, divestiture of 1 district and blending of 2 districts.
- Oversaw building demolition and new facility construction.
- Exceeded corporate sales goals for past 3 fiscal years.
- Administered employee severance packages.
- Negotiated property leases.

Manager • Anytown, WI (2003)

Responsible for overall business performance of 15 district offices. Supervised 8 district managers and 75 employees delivering 19 million gallons annually with annual EBITDA of \$4.5 million.

- Managed consolidation of 2 markets.

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Manager • Anytown, WI (2001–2003)

Responsible for overall business performance of 7 district offices. Supervised 4 district managers and 32 employees delivering 9 million gallons annually.

- Ranked #1 of 80 markets in Key Performance Indicators for 2002.
- Selected #2 Best Overall Market for 2002.

Regional Manager • Anytown, WI (1999–2001)

Responsible for overall business performance of 10 district offices before acquisition in August 2001. Supervised 10 district managers and 45 employees delivering 14 million gallons annually.

Area Manager/District Manager • Anytown, WI (1996–1999)

Responsible for overall business performance of 4 district offices before acquisition in July 1999. Supervised 3 district managers and 10 employees delivering 2 million gallons annually.

- Maintained district manager responsibilities for local office.

Education & Professional Development

Corporate Leadership Training • ABC University

Project Management Training • ABC University

ABC Corp. Safety Training

Certified Employee Training Program Levels 1, 2, 3, 4 & 6
ABC Association

Bachelor of Science
ABC University • Anytown, CA