

CLIENT NAME

City, ST • 000-000-0000 • firstname-last@gmail.com • www.linkedin.com/in/XX

AREAS OF EXPERTISE

End-to-End Business Operations
Strategic Planning & Execution
Waste-Hauling Management
Transfer Station Operations
Workplace Safety & EHS Safety
Building & Managing Field Operations
Revenue Growth
Fleet Logistics Oversight
Route Dev./Auditing/Consolidations
Business Development/New Revenue
Union Relations/Contract Negotiations
Community Commitment
Environmental Responsibility
Sustainability
Facility Operations & Schedule Mgmt.
Business Planning, Budgeting, & P&L
Optimal Customer Experience
Operations Performance
Process Improvement
Business Processes & Procedures

MARKET AREA VICE PRESIDENT

"To win in the marketplace you must first win in the workplace."

- Name, Title of Company Name

Bringing over three decades of Environmental Service and Waste Management knowledge, with a tenacious, customer-centric, and team-player attitude leading end-to-end market area operations and identifying and seizing new business operations to drive additional revenue.

Commended for a wealth of industry knowledge, relationship-building expertise, data-driven problem-solving, and the policy of supporting and empowering employees and providing them latitude to innovate and own their ideas. A self-starter experienced in entities of all sizes, balancing, prioritizing, and managing as many as XX routes, numerous transfer stations, loading facilities, and waste-by-rail operations.

Logistics

Leadership

Team-Building

Safety

Waste Mgmt.

CAREER HIGHLIGHTS

Driving business strategy and exceeding revenue goals by building strong partnerships with clients and employees based on transparency and accountability.

- Creating a long and short-haul transportation division, drove a XX% profitability increase by transporting XXX – XXX tons of municipal solid waste, various debris, and recyclable waste to several transfer stations and landfills, creating and securing scheduled profitable back-hauls.
- Facilitated an X-XX% revenue growth in X waste-hauling divisions.
- Contributed a X% boost in reduction ratio by scavenging commodities such as ferrous and non-ferrous metals, cardboard, and plastics from waste streams delivered to various transfer stations, transload, and materials recovery facilities (MRF).
- Reduced labor expenses and hours by X% by utilizing staggered start times, route synergies, and route surveys to increase productivity.

Goal Establishment & Attainment
Talent Training/Workforce Dev.
Succession Planning
Operational Compliance
Root Cause Analysis/Issue Remediation
Cultural Change Adaptions
Financial & Functional Accountability
General Manager Coaching
Efficiency & Effectiveness
Customer Acquisition & Retention
Cost Containment
Governmental Contracts & Acquisition
Gather & Analyze KPI Data
Conflict/Complaint Resolution
Community Philanthropy
Change Management
Employee Attendance & Performance
Single Stream/Organic Recycling

PROFESSIONAL EXPERIENCE

Company Name • City, ST • 2012 to Present
Consulting XX Operations

Family-owned entity assuming the rights to operate on XX as a waste hauling broker post-sale of XX Services. Provides consultative services on all business operations with spouse serving as Chief Executive Officer.

Company Name • City, ST • 2022 to 2023

Market Vice President

One of the nation's fastest-growing and most innovative solid waste collection, disposal, and recycling firms serving New Jersey, New York, Pennsylvania, and Ohio.

Directed an annual budget of \$XX and oversaw a fleet of over XX Rear Load trucks, XX Front Load trucks, XX Roll-Off trucks and XX Side Load trucks. Managed a staff of XX direct reports and union associates and ensured smooth operations with hands-on daily visits to each site. Administered all operations functions, including staffing, truck availability, fleet issues, maintenance, and any day-to-day issues.

- Maintained close oversight of routing, productivity, and logistics. Maximized performance through the motivation of over XX frontline employees and enhancing operational efficiencies
- Reduced monthly expenses by hiring yellow iron mechanics instead of utilizing outside services from Foley equipment for preventative maintenance, Brakes, Lights, and Tire (BLT) inspections and repairs.
- Increased revenue by X-X% in each market area and created a satisfied driver workforce by introducing a bonus package for union employees to entice them to stay, averting daily job abandonment, and maintaining loyal, one-employer-only associates while increasing the service quality index.

Operations & Logistics Mgmt.

Acquire & Develop Routes

Sales, Growth, & Profit

Company Name • City, ST • 2017 to 2022

Director of Operations

A transfer station, recycling center, and food waste processing facility centrally located in XX, XX.

Assumed responsibility for delivering profitability to an underperforming company. Spearheaded efforts to increase local hauling companies to dump both municipal solid waste and construction and demolition debris using a sliding scale tipping fee formula based on tonnage.

- Garnered a XX% profitability increase after creating a XX-truck long and short-haul fleet, reducing 3rd party truckers.
- Contributed a X% boost in reduction ratio by scavenging commodities such as metal, cardboard, and plastics from waste streams delivered to various transfer stations, transload, and materials recovery facilities (MFR).
- Hauled XXX - XX tons of municipal solid waste daily to state-regulated landfills and secured profitable back-hauls.

Single Steam & Organic Recycling

Company Name • City, ST • 2012 to 2017

Facility Site Manager

Responsible Recycling solutions and waste diversion strategies are the cornerstone, unique value proposition. Partners in sustainability, leveraging proven and innovative technology to reduce the impact of waste generation on our environment

XX Service's acquisition of XX, agreed to remain as Facility Site Manager to lead all business operations, provide a fleet of trucks, and oversee all daily operations.

- Provided operations expertise and was actively involved in all decision-making for one transfer station and two hauling divisions, including fleet maintenance, safety/compliance, union labor negotiations, and grievance process.

Company Name • City, ST • 2000 to 2012

Principal

A family-owned entity employing XX associates in Waste Collection, Waste Management, Sales, & Service.

Served as a principal in a family-owned entity. Managed annual revenue of \$XX. Providing waste hauling service for over XX commercial customers in XX & XX. The company was later sold to XX Services.

Earlier Career Experience as a Route Supervisor with Company, a Route Driver with Company Name, and a Route Driver with Company Name

EDUCATION, CERTIFICATIONS, TECHNOLOGY PROFICIENCY, & COMMUNITY INVOLVEMENT

XX College, College Studies, **XX**, Graduate
OSHA 10 Certification, General Industrial Safety & Health
Controlled Substance & Alcohol Training, Concorde, Inc.
Microsoft Office

XX Youth Football & Cheer, President & **XX Police Athletic League**, Vice President & Head Football Coach