

Robert Jones
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Career Overview

Highly successful Grocery Chain-Store Executive Manager with specific expertise in Produce Department Operations. Planned and lead produce associate training programs including one-on-one training, group seminars, and focus specific presentations. Wrote and implemented Operations Standards Manual for 32 store chain. Developed "Fresh Check", a total store audit procedure for all stores. Strong negotiating skills improved all purchasing agreements with regional and national vendors. Very skilled at creating sensational, traffic stopping in- store produce merchandising. Expanded "Fresh First" merchandising philosophy with all associates. Successfully increased sales with event merchandising plans. Hands on involvement with numerous department remodels and resets. Motivational management style that believes in emphasizing teaching and training of associates.

Professional Experience

1994 to 2006 Director of Produce Operations ABC Grocery Store, Inc. Columbus, Ohio

- Responsible for all Produce Department operations, purchasing, staffing and profitability for this 32–unit retail grocery chain.
- Established retail pricing/gross profit margins for all varieties of fruits and vegetables.
- Responsible for all produce purchases and quality control resulting in minimal shrinkage.
- Negotiates all contracts and buying agreements with regional and national produce suppliers.
- Wrote all weekly advertising and yearly marketing plan.
- Supervises all floral sales including three full service floral departments.
- Responsible for all Produce Department product merchandising.
- Supervises all produce department remodels, new store layouts, department sets, and equipment selection.

1983 - 1994 Produce Manager XYZ Food Store, Inc. Columbus, Ohio

- Managed daily operations of Produce Department
- Responsible for quarterly budgets, sales, and profits.
- Supervised and trained all produce personnel.
- Achieved the highest sales growth in the company.
- Improved fruit basket program and tripled program sales.

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1977 – 1983 Produce Manager
Food Place International
Columbus, Ohio

- Responsible for quarterly budgets, sales, and profits.
- Supervised and trained all produce personnel.
- Managed the daily operation, buying and quality control of the produce department.
- Increased the profitability of the company's produce department.

1968 – 1977 Produce Manager Family Food Stores Columbus, Ohio

- Started as Assistant Manager and was rapidly promoted to Produce Manager.
- Became proficient in produce department management, and acquired expertise in all varieties of fruits and vegetables including but not limited to:
 - Growers/shippers/vendors of specific varieties,
 - Growing seasons and source regions,
 - Purchasing and forecasting,
 - Gross margin management.
 - Shelf life and spoilage control,
 - Effective display,
 - Personnel management and training,
 - Customer service and customer relations,
 - Marketing and advertising,
 - Income statement analysis.

Special Skills

- Strong knowledge of fruits and vegetables and the Produce Industry
- Effective produce department point-of-sale displays
 - Winner of regional and national produce merchandising contests
 - Planned, built and promoted Ohio's Largest Chiquita Banana Display
- Progressive management style, effective leadership
- Computer proficient – Personal Computers