Anthony Jones

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####  EXECUTIVE

An industry respected executive with over 25 years’ expertise in produce procurement and merchandising, both retail and distribution. Skills include strategic planning analysis, innovative Business Development Extensive trade experience in international and domestic markets. An exceptional track record for achieving corporate and personal goals. Demonstrated strengths in managing people resources and dealing with highest levels of both corporate and political arenas. Successful and time proven abilities in competitive, fast paced and changing environments.

####  AREAS OF EXPERTISE

Strategic Planning and Analysis

* Conceptualized, planned and completed the creation of a single import mechanism. Resulted in reduced Customs and Finance costs, enhanced reporting, increased team-work and inter-regional coordination while eliminating redundancies
* Organized Procurement on a national basis while maintaining decentralized buying teams as per corporate direction. Enhanced teamwork, improved abilities to meet targets and reduced hierarchy providing better organizational responsiveness
* Developed interactive approach to category management linked to banner merchandising. Enabled fact-based decision making, development of superior retail category plans and significantly improved communication and high level forecasting
* Assessed operating divisions’ core-competencies, profitability and human resources. Determined its viability and developed exit strategy. Operating results improved by 4.5% in first year and maintained that level in subsequent years

Business Development

* Created “Go-to-Market” Strategy relevant to vendor base designed to improve corporate position as a highly coveted client to the identified “must have” suppliers. Desired long term improvements in quality, continuity of supply, price competitiveness and food safety were all achieved
* Formulated innovative procurement strategies. Met and exceeded mandated targets for volume rebate revenues, and met all budgeted cost centre targets
* Developed capability within iTrade web-based tool, to provide aggregate 21 day demand across all four operating regions. This uniform format provided visibility of volume needs to all procurement personnel, leading to improved decision making and avoiding costly mistakes in item selection for feature activity

Change Leadership

* Identified, researched and led implementation of a “State of the Art” enterprise wide iTrade Web-based replenishment tool. Enabled real time synchronization of data, reduced payment timelines and mismatches in P.O. reconciliation and ultimately contributed to 1.3% improvement in wholesale level profitability
* Re-engineered Produce organizational structure. Led to a focused retail execution, superior centrally managed procurement and highly collaborative Category Management
* Led the Produce organization through a challenging transition brought about by the departure of three key management personnel. Successfully avoided expected chaos, took negative situation to a full positive position and navigated the group to achieve all corporately mandated goals and benchmarks
* Identified key internal human resources, recognized their skills and expertise and recommended where they best fit within organization. Effectively placed and developed personnel in new positions which contributed to a stronger more viable organization overall
* Co-founding member CPMA’s Industry Technology Advisory Committee (CITAC), created to ensure the industry, in a coordinated manner, embraces changes in technology, adopts efficiencies, and creates educational programs designed to enlighten the membership as well as industry at large

Communication

* Established superior communication dynamic which effectively transmitted initiatives and information not only downstream, but up to the three key executive levels
* Led development of process model designed to link Category Management and Merchandising to global procurement group. Improved capability to meet deadlines, ensured commitments to growers and suppliers were met and achieved budgeted targets
* Effectively designed a cyclical communication process which enabled regional category management to clearly articulate needs and timelines to national group who created the procurement plans that were then communicated to program vendors and ultimately back to regions to be executed

####  CAREER HISTORY

##### ABC COMPANY 20Xx – 20XX

###### National Sr. Director (20XX – 20XX)

* Oversaw 3 billion retail organization with 1000 staff and 18 direct reports

###### Director, National & Ontario Regions (20XX – 20XX)

* Oversaw GTA produce distribution company with 300 staff members and 10 direct reports

##### ING LIMITED 20Xx – 20XX

###### Director, Program Development

* Developed and organized efficient market strategies implemented company-wide which increased market share by 12%

####  education & professional development

B.Com., University Name, City, year

PMP, College Name, year

####  COMMUNITY INVOLVEMENT

Board Member, Meals on Wheels

Founding Member, CPMA’s Industry Technology Advisory Committee

Board Member, Canadian Chamber of Commerce

####  INTERESTS

Culinary Arts, Golf, Skiing, Languages