

CHRISTI K. JONES

AN EXPERIENCED, ACCOMPLISHED SUPPLY CHAIN INDUSTRY PROFESSIONAL

Las Vegas, Nevada

|(712) 241-0590

|christi.davison444@me.com

EXECUTIVE SUMMARY

An experienced, driven, and accomplished **Supply Chain Industry Professional and Leader**, with a wealth of experience while working for leading, high-profile companies. Possesses strong leadership skills, has strong business acumen, and consistently attains high levels of profitability, performance, and productivity.

SUMMARY OF QUALIFICATIONS

- Strong background in many areas including management, operations, profit and loss, strategic planning, team building and leading, business development, sales, marketing, account management, and client relations.
- Hard-working and driven, while highly-experienced in all aspects of industry work, is thoroughly familiar with industry practices and protocols, and sees companies to their maximum potential and performance.
- Adept in establishing and cultivating successful, long-term client and industry relationships, and is firmly committed to attaining high levels of customer satisfaction, loyalty, and retention.

CORE COMPETENCIES

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|----------------------------|---------------------------------|----------------------------|
| ▪ Supply Chain Leadership | ▪ Carrier, Forwarder Relations | ▪ Client Satisfaction |
| ▪ Team Building, Leading | ▪ Contract and Deal Negotiation | ▪ Presentation Development |
| ▪ Project Management | ▪ Staff Mentoring | ▪ Stakeholder Relations |
| ▪ Bottom-Line Attainment | ▪ Account Management | ▪ Regulatory Compliance |
| ▪ New Business Development | ▪ Escalation Management | ▪ Customer Service |
| ▪ Budget Management | ▪ Consultative Sales | ▪ Market Research |

PROFESSIONAL EXPERIENCE

WORLD TRANSPORT CONSULTANTS, Las Vegas, Nevada

Founder/Director of Operations (2017-Present)

Directly responsible for managing daily company operations, profit and loss, staff training and development, business development, marketing plan development and execution, carrier and forwarder relationship management, dealing with and resolving escalated carrier and forwarder issues, staff performance evaluation, customer relations, and handling a wide variety of special projects.

Selected Accomplishments and Initiatives:

- Launched firm, which serves the breakbulk and project cargo industries in the US, Canada, and Mexico.
- Involved in all areas of daily company operations and leadership, taking firm to optimal competitiveness.
- Has established a large network of carriers and forwarders, which has been integral in firm's success.
- In 2022, firm achieved \$1.2 million in gross sales, with sales in 2023 approaching \$3 million.

MAGNUM WINE AND SPIRITS, Las Vegas, Nevada

Director of Operations (2019-Present)

Responsible for managing company operations, profit and loss, staff training and supervision, sales management, marketing and promotional work, new account acquisition, client account management, supplier relationship management, negotiating buys and terms, strategic partnership development, staff performance evaluation, talent acquisition, dealing with escalated account and supplier issues, and other executive leadership functions.

Selected Accomplishments and Initiatives:

- Launched company from its inception, taking it to immediate market viability.
- Developed and optimized key performance indicators, which have driven brand strategies.
- Ensures brand success via leadership selling against trade channels, supporting sales personnel at all levels.
- During tenure has developed countless successful, long-term client relationships.
- Executes new programs within assigned accounts, ensuring optimal product pricing and promotion.

AMERICOSTA REAL ESTATE, Santa Ana, Costa Rica

Owner/Director of Operations (2012-2016)

Responsible for managing company operations, profit and loss, staff training and development, marketing and promotional work, listings procurement, negotiating and reviewing residential and commercial real estate contracts and agreement, staff performance evaluation, customer relations, and other leadership functions.

- Developed and implemented business development strategies which met with consistent success.
- Worked with a diverse field staff in successfully resolving issues.
- Established effective business referral sources.

TAKARATI, S.A., Santa Ana, Costa Rica

Administrator (2012-2017)

Responsible for coordinating day to day office operations, supervising administrative staff, managing agendas and travel arrangements, preparing correspondence, phone coverage, and other related assignments.

- Oversaw smooth and efficient office operations during tenure in position.
- Prepared all manner of office records and documentation.
- Assisted in purchasing negotiations.

Additional Experience:

- *Associate, Present Value Properties, Tustin, California (2010-2012)*

EDUCATION

KENT STATE UNIVERSITY, Kent, Ohio

Bachelor of Business Administration (Marketing).

HARVARD SCHOOL OF BUSINESS, Cambridge, Massachusetts

Online Leadership Principals Program.

UNIVERSITY OF NEVADA, LAS VEGAS, Las Vegas, Nevada

Studied Mediation for Professionals.

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