**BRADFORD BOUTILIER**

546 West Side Avenue, Suite 301 Jersey City, NJ 07304  **bradsredonions@gmail.com** 201.626.8592

**Core Competencies Include:**

**Entrepreneurial Mindset** **Operations Manager** **Collaborative Team Builder**

**Agile Change Agent** **Vendor & Contract Management** **Accomplished Trainer & Motivator**

**Strategic Planning** **Budgeting & Financial Forecasting** **Human Resource Management**

**Negotiation & Mediation** **Facility & Maintenance Management** **Sales & Marketing Management**

**Service Design & Innovation** **Regulatory Compliance** **Event Design & Management**

**Experienced Road Warrior** **Construction Management** **Experienced Public Speaker**

***EVP, Business Development & Strategy*** NYS Collection, Marlboro, NJ ***7/2019 – Present***

Oversee all Sales, Business Development & Marketing efforts of NYS Collection and its associated brands to include; NYSLife, NYS, CityTech, Hi-Tech, Sir Woolly Sock Co., NYS Elite and other general merchandise programs & products. Hire, train, manage, and motivate sales professionals to meet and exceed operational, financial and product sales goals. Manage customer care issues in a timely manner. Mentor, motivate, and coach all team members to provide the best possible customer experience from customer acquisition to fulfillment. Research, Develop & Manage marketing campaigns and Social Media Strategies related to all NYS brands, products & programs.

***Asst. GM & Store Manager*** Ashley HomeStore, Orange, Brookfield & Manchester, CT ***10/2016 – 06/2019***

Oversee all store financial operations, staff training, and sales functions for assigned retail location(s) selling Ashley furniture, bedding & accessories utilizing a proven state of the art selling process. Hire, train, manage, and motivate sales professionals to meet and exceed operational, financial and product sales goals. Oversaw all Human Resource Department Activities and functions. Manage customer care issues in a timely manner. Mentor, motivate, and coach all team members to provide the best possible customer experience from POS to In-Home Delivery.

***Agency Development Manager*** Colonial Life, Indianapolis, IN ***01/2015 – 04/2017***

Oversee development of an insurance sales team, by recruiting, training, mentoring and motivating talented licensed agents to be the most knowledgeable, service oriented, revenue generating team members they can be for Colonial Life. Serve as Sales Manager for Colonial Life representing CL products & value added services utilizing a proven state of the art selling process.

***Store Manager & Multi Store Manager*** Sleep Number Stores #220, #330, #645 ***07/2012 – 05/2015***

Oversee all store financial operations, staff training, and sales functions for assigned retail location(s) selling Sleep Number beds & accessories utilizing a proven state of the art selling process. Hire, train, manage, and motivate sales professionals to meet and exceed operational, financial and product sales goals. Lead & manage specialty events to include state and regional trade shows.

***Store Manager*** Sleep Xpressions Premium Mattress Outlet , Greenwood, IN ***04/2011 – 07/2012***

Helped to develop and market a private brand label premium mattress product. Developed sales processes and operational procedures to allow for a multi-unit retail operation roll out. Reconciled daily receipts and assist owner with marketing material development.

***Client Relationship Manager*** SBM Site Services, Sacramento, CA ***12/2008 – 06/2010***

Held three Management positions beginning as a Site Manager for all custodial & light maintenance services at Cummins Engine facilities. Responsible for approximately 52 employees servicing 15 buildings with 1.2 million sq. ft. of functional space. Promoted to Area Manager 9 months later after leading the operational unit to one of the top 10% of all SBM contracted units nationwide for safety, staff turnover, reporting compliance as well as profitability and operational performance. Locations included all Indiana sites as well as facilities in St. Louis and Cape Girardeau, Missouri. I was later promoted to the CRM for WellPoint (Anthem Insurance) nationwide which was SBM’s 2nd largest client and the largest customer geographically. I oversaw custodial & light maintenance services delivered across 5.5 million sq. ft. situated in 19 states. Responsible for 60 management level employees and 325 hourly employees.

***President / Founder*** GoldenRule Cleaning & Maintenance, LLC, IN ***09/2007 – 12/2008***

Founded a custodial & facility maintenance services company based in Indianapolis. Developed and managed a business that in less than 6 months secured accounts representing 1.5 million sq. ft. of carpet, 125K sq. ft. of bathroom floor surfaces, and over 850K sq. ft. of hard floor surfaces in 7 states to include Indiana, Kentucky, Michigan, Illinois, Tennessee, Missouri and Ohio.

***Controller*** Littleton & Sons Sand & Supply, Inc., Indianapolis, IN ***10/2004 – 09/2007***

Responsible for all account receivables, account payables, payroll, and vendor contracting to include facility & property management and business insurances. Managed HR functions to include, staff recruitment, pre-employment screening, benefits management and workplace safety training. Designed, implemented and managed safety programs that were instrumental in reducing the companies’ Worker’s Comp Experience Mode rating by more than 54% and resulted in 3 consecutive years of zero OSHA Recordable Injuries and Zero Loss Time Injuries within any of our mining and/or trucking operational units. Supervised all aspects of logistics planning for on-time delivery of sand & gravel. Sourced and implemented the first computer dispatched, GPS tracked, and camera monitored dump truck fleet in the Midwest.