

Daniel Scarbrough

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PROFESSIONAL GOALS

To apply my Personal Brand of positive business results and acumen effectively to a Senior Management or Directorship position within a leading grocery, general merchandise, training, or other leading business firm in the United States or Canada.

QUALIFICATIONS AND ACHIEVEMENTS

- A respected achieving Professional of 20 years success in Produce, Grocery, and General Merchandise Sales, Training, and Direction.
- Dedicated Leader with 12 years US Armed Forces service in Iraq, Bosnia, and other vital locations in the US National Guard.
- Expert Trainer and ongoing Team Builder that reduces employee turnover while maximizing the application of assets, decreasing labor costs, and eliminating merchandise and inventory losses to produce optimal profits.
- Uncommon Leader that increases sales annually via outstanding customer service and effective team training and motivation; trained and led a crack store opening team for the entire Whole Foods Market in Duluth GA.
- Directed opening procedures and operations in produce departments for two Whole Food Markets and was recognized by management for exceptional results and expertise in produce, direction, and team building.
- Efficiently directed portions of every scheduled store reset for Whole Foods in the Georgia Region.

PROFESSIONAL EXPERIENCE

Loblaw Companies Limited.

Management Consultant. May 2008- Present

- In this major grocery and general merchandise chain in Canada, I productively consult with all levels of management to produce profitable new store openings, store resets, employee training and team building, asset management, loss reduction, and labor controls. I apply effective communications skills with a diversity of management, admin staff, employees, and customers.

Whole Foods Market

Produce Team Leader. Duluth GA. 2006 – 2008.

- Directed the successful opening and operations of a high-volume produce department.
- Trained, motivated, and directed a long-term team with high-level produce knowledge. Maintained high quality customer service and low employee turnover.
- Coordinated with Team Leaders and Management to increase team morale, productivity, and high quality customer service.

Produce Team Leader. Sandy Springs GA. 2004 – 2005.

- Exceeded all unit and regional sales and profit goals..
- Led a team of more than 20 employees to recognized high levels of customer service.
- Increased sales 15% annually and maintained consistent positive business results in profits, labor, sales growth, repeat sales and expansion of customer base.

Produce Associate Team Leader. Harry's at Alpharetta GA. 2003 – 2004.

- Directed all phases of produce department operations: ordering and purchasing; labor scheduling; and controls; hiring, training, and evaluations; profitability controls; and merchandising. Produced the highest quality of customer service and cleanliness in the Region.

Produce Associate Team Leader. Ponce de Leon, Atlanta GA. 2003 – 2003.

- Successfully open high volume department
- Built a strong, knowledgeable team
- Upheld the highest standards of merchandising, quality customer service, and cleanliness

Produce Associate Team Leader. Harry's at Alpharetta GA. 2002 – 2003

- Successfully increase high volume sales.
- Worked cooperatively with Team leader and management to increase team members morale and productivity

Harry's Farmers Market. Alpharetta GA.

Produce Supervisor. 1990 – 2000

- Nearly 11 years of success in directing a large, profitable produce department.
- Set operations goals according to accurate sales forecasts and directed department budgeting.
- Assisted in all phases of procurement and inventory, including loss reduction.

MILITARY SERVICE AND LEADERSHIP

US Army: US National Guard, Georgia

- *Operation Iraqi Freedom Deployment. 2005 – 2006*
Eagerly served the US Armed Forces by training, supervising, and directing a unit of 30 US Soldiers in offensive and defensive combat operations to recognized success. Effectively evaluated service performance of subordinates; ensured collection, accurate, and timely Intelligence reporting to Units and high level Staff sections
- *Bosnia Peacekeeping Rotation. 2000 – 2001*
Planned, organized and led a successful mission with over 20 US Soldiers. Directed soldiers effectively on the battlefield and earned the Honorable Discharge.

EDUCATION AND PROFESSIONAL DEVELOPMENT

DeVry University. Georgia Campus.
Business Administration: 12 credit hours.

Georgia Perimeter College
Business Administration: 12 credit hours.

US Army Noncommissioned Officers Courses
Advance Leadership Course. November 2003
Primary Leadership Development Course. January, 2002