

## Senior Business Executive, Operations Manager

Decisive Thinker • Self-Starter • Hands-On Leader • Strategist & Planner

Motivated, personable, and result-oriented *Senior Business Executive* with extensive leadership experience as President of a successful mid-size timber, timberland & wood fiber supply company. Proficient in operations management, business development, performance management, strategic planning, goal setting, people management, and customer relationships.

### Proven success training, developing, and coaching high-performing individuals & teams

Demonstrate unwavering focus on driving organizations' continued success, profitability, and growth. Cultivate strong, long-term business relationships. Priority-focused with exceptional interpersonal, time management, problem solving, written/verbal communication skills, and excellent people skills.

### CORE COMPETENCIES

- Business Planning
- Customer Focus
- Project Management
- Business Acumen
- Decision Making
- Negotiation Skills
- Performance Improvement
- Relationship Building
- People Management

## PROFESSIONAL EXPERIENCE

### Auburn Timberlands, Inc.

Auburn, AL

Wood Fiber Supply Co., Property Managers, Land acquisitions/sales (*Alabama Real Estate Licensed*)

### Founder/Owner/President | 1999-present

- **Established start-up that generated over \$120 million in total sales revenue**, shipped over 4 million tons of wood fiber to its customers, and purchased and sold millions in timberland properties.
- **Founded the company and stood up all areas of operations**, including developing policies & procedures, hiring/training all employees, measuring performance, facilitating employee group meetings, motivating employees to succeed, and ensuring the highest levels of productivity.
- **Leveraged expertise to establish all internal standard operating procedures** supporting accounting, legal, banking, securing loans and lines of credit, identifying customers, approaching potential clients, and building relationships, establishing a solid business foundation to drive success.
- **Grew sales revenue from \$2.5 million to \$8 million annually** through establishment of Fortune 500 customers inclusive of Georgia Pacific, International Paper, Westrock, Boise Cascade, and West Fraser, etc.
- **\$3 million in profits over two-year period** accomplished by spearheading \$7.5 million timberland purchase acquired from private college.
- **Successfully managed business growth with Fortune 500 customers** through relationship building, being a top dependable on time supplier, and anticipating customer needs and responding appropriately.
- **Handled all customer contract negotiations**, acquisition details, harvesting, supply logistics, and the timely delivery of millions of tons of forest products on over 1,000 individual timber acquisitions.
- **20% increase in sales and profits** achieved by creating logging equipment leasing program.
- **Managed timber harvesting and all land management details** for hundreds of landowners on thousands of acres.
- **Achieved annual stumpage cutout results within 1% and improved profit margins** by standardizing timber cruising and appraisal methodology to increase accuracy in stumpage acquisitions.
- **Successfully increased company's available financing** for timber, land, and logging equipment acquisitions.
- **Developed company's accounting and office management system** to track timber and land inventory, accounts receivables, accounts payables, loan balances, liabilities, and assets.
- **Implemented data storage system** to produce real-time inventory and production reports, deliver P&L statements, track customer transactions, and report harvesting volumes.
- **Established teamwork culture** through weekly meetings to discuss goals, business plans, and project details.
- **Established Employee Team Atmosphere by maximizing employee participation** in strategy and goal formulation, proper execution of work details to maximize gains, and accurately measured performance.
- **Proficient in the Practice of Forestry and Silvicultural Practices.**
- **Established the company as a preferred supplier** at pulp and paper companies and large lumber manufacturers.

**Auburn Timberlands Logging, LLC****Auburn, AL***Harvested and trucked forest products to customers.***Owner/Sole Member | 2016-2018**

Founded company to establish two new logging crews to operate as a subcontractor.

- **Responsible for overseeing all business affairs**, including banking, accounting, payroll, customer loan payments, insurance, DOT regulations, safety program.
- **Achieved \$1.7 million in annual revenue and \$3.8 million in additional annual sales** for Auburn Timberlands, Inc.
- **Hired a total of 20 employees** and established policies & procedures, job assignments and production and bonus based pay program for two fully operational logging crews.

**Additional Career Experience****Division Manager, Operations | Jimmy Thornton Timber Co., Inc.****Wetumpka, AL**

Managed all timber acquisitions, timber harvesting, and delivery of forest products to customers. Supervised direct reports and produced annual sales revenue of \$8 million annually.

- **\$8 million in sales revenue and \$1.2 million in gross profits** gained within one year of singlehandedly initiating and completing new startup of company's East Division.
- **Produced over \$1 million in profits within one year** by hiring new employees and subcontractors, negotiating new customer contracts, managing customer relations, and overseeing all timber acquisitions.
- **Gained more than \$500,000 in additional profits** through development of company's first land acquisitions program.
- **60% increase in total sales and profits for entire company** earned in under three years.
- **Shipped approximately 500,000 tons of forest products to customers** during company tenure.

**Vice President & Operations Manager | Rock Springs Land & Timber, Inc.****Tallasse, AL**

Directed company's day-to-day operations in all aspects. Maintained consistent customer communication to meet delivery expectations in an ever-changing business environment. Managed all timber &amp; land acquisitions &amp; logging operations.

- **Produced over \$15 million in sales revenue**, increased sales and profitability by over 20%, and shipped more than 450,000 tons of wood products to customers and oversaw all supply logistics to customers.

**Area & Operations Manager | Union Camp Corporation****Opelika, AL**

Directed all wood purchasing for company's sawmill in Opelika and \$25 million annual budget. Managed annual compilation of budgets and communicated with senior management. Ensured thousands of truckloads were delivered in a timely, consistent manner. Oversaw mill &amp; standing timber inventory with preciseness and detailed planning.

- **\$3M in cost savings realized** by coming in average of 3% under budget for four consecutive years.
- **Oversaw Region wide multi facility budgeting** for wood cost, capital expenditures, wood source, personnel.
- **Managed all supply related details of several million tons of wood fiber** to various company owned facilities by overseeing open market suppliers, harvesting oversight on 100,000 acres of company owned timberland, and management of regional stumpage acquisitions and harvesting.

**Education & Professional Development****Master of Business Administration****(MBA)**

Auburn University in Montgomery

Master of Forest Resources (MFR), University of Georgia

Bachelor of Science in Forest Resources (BSFR), University of Georgia

**LICENSURE/CERTIFICATIONS****Al. Reg. Forester #1565, Ga. Reg. Forester #2737, Al. RE Licensee #153422**

Professional Logging Manager #108914 and Certified Tree Farm Inspector

**AFFILIATIONS**

Member – Alabama Forestry Association

Former Board of Directors – Alabama Forestry Association

Former Director of Annual Teachers Conservation Workshop – Auburn University

**HONORS**

Outstanding Forester of the Year – Alabama Division of Society of American Foresters