

# Jason Smith

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## SUMMARY:

15+ Years in Logistics / Supply Chain

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## EXPERIENCE

**Bed, Bath & Beyond, Inc.**, Atlanta, GA 2004 - Present  
*Director of Distribution*

- **Senior supply chain management executive** for a **\$9.5B enterprise**.
- **Create strategies** for optimization of supply chain processes and technologies.
- **Identify synergies and facilitate consolidation** of disciplines/processes/personnel between many individual, disparate divisions.
- Responsible for corporate transportation contracts / expenditures **exceeding \$80M**.

**Bed, Bath & Beyond, Inc.**, Atlanta, GA 2000 - 2004  
*Director of Transportation*

- **Responsible for distribution center (DC) operations** /freight consolidation for **\$2.5B in sales**.
- **2,500 SKUs** through a **network of 24 third-party** dry/conditioned DCs.
- **\$38M operating budget** for DCs; **\$50M operating budget** for freight-consolidation.

**buy buy Baby, Inc.**, Atlanta, GA 1998 - 2000  
*Director of Logistics*

- Supply chain management executive for a **\$1.7B food processing company**.
- Responsible for **\$98M annual spend** and **managing 500 associates**. Customer Service, Transportation, Fleet Maintenance and Warehouse functions.
- **Responsible for transforming supply chain processes, systems and facilities** to create the premier supply chain in the poultry industry.
- **Led internal team** to identify opportunities, articulate and gain board approval, and implement strategies.

**SYSCO Corporation**, Atlanta, GA 1994 - 1998  
*Manager of Logistics*

**Target, Inc.**, Atlanta, GA 1992 - 1994  
*Finance & Asset Manager, Logistics Division*

**Target, Inc.**, Atlanta, GA 1990 - 1992  
*Sr. Internal Auditor*

## EDUCATION

**University of Georgia**, Athens, GA 1988 - 1992  
*BS, in Marketing*

# Jill Stevens

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## EXPERIENCE

**Limited Brands / Victoria's Secret**, New York, NY 2007 - Present  
*Regional Manager*

- **Senior District Manager Northeast/ NY Metro.**
- **#1 Region, 2008** in the company.

**Old Navy, Inc.**, New York, NY 2000 - 2007  
*Regional Director*

- **Directing a 77 store region** generating **annual sales of \$450M**
- **Developed 11 key Managers** [3 District Managers; 2 to Regional Directors; 1 Sr. Manager Store Profit Optimization; & 5 District Managers.
- **Decreased Shortage 25%.**
- **#1 Region, 2005** in the company.
- **Recognized by Senior Vice President** 2004 District Manager □s Conference

**Urban Outfitters, Inc.**, New York, NY 1998 - 1999  
*District Manager*

**Club Monaco, Inc.**, New York, NY 1997 - 1998  
*General Manager*

**Gap, Inc.**, New York, NY 1995 - 1997  
*District Manager*

- **Managed 21 stores in 2 states**, generating **annual sales of \$49M**
- **Received Words to Live By Award** for Everyone Counts in 1997
- **Nominated for President's Award** in 1996
- **Recognized for highest Profit Contribution** results 1996
- **Recognized for Operational Excellence** results 1995

**Gap, Inc.**, New York, NY 1993 - 1995  
*Store Manager*

- **Managed \$17 M Flagship**, location based in Manhattan
- **Responsible for all aspects of P & L** including store compliance audits, security services, store scheduling and merchandise processing/ replenishment.
- **Invited to the Regional Manager Conference**, 1995

## EDUCATION

**Fashion Institute of Technology**, New York, NY 1996 - 2000  
*BS in Retail Merchandising*

# Ed Lornsefferd

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## SENIOR PROGRAM, | ACCOUNT | OPERATIONS MANAGER

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### PROFESSIONAL EXPERIENCE

#### NOKIA / NOKIA SIEMENS NETWORKS, Philadelphia, PA

2006 – Present

##### Regional Care Manager

- **Responsible for all Care Phase Operations** through improvement of customer satisfaction, provision of care services and development of new business.
- **Profit and Loss responsibility for \$20M Revenue:** two of the largest **AT&T / Cingular** markets (Philadelphia and Washington-Baltimore), as well as Nokia-Siemens' largest sub-regional account (Tier 2): **Chinook Wireless** d.b.a. **Montana PCS**
- Experienced in end-to-end convergence solutions and platforms, service and device management solutions, access and transport solutions, and managed services and hosting.

#### TRUEPOSITION, LIBERTY MEDIA, Berwyn, PA

2004 – 2005

##### Program Manager

- **PM for \$250M Initiative** for major carrier; full staff implementing FCC wireless E911 mandate.
- **Successfully Executed** FCC requirements in 75+ markets / 20,000+ sites designed, installed, tested and accepted.
- **Built and Managed Program Management Team**, creating cross-functional systems as well as numerous processes and procedures to support the execution and rollout of developing product and service for customer.
- **Projects Included:** market analysis and location strategy development, system design, system integration and testing, regulatory and compliance testing, ongoing monitoring and network management.

#### LEVEL 3 COMMUNICATIONS, (formerly Genuity and GTE / Verizon), Woburn, MA

2000 – 2003

##### Program and Project Management | Professional Services

- **Program Manager for Pepsi**, one of the company's largest Managed Services customers. Responsible for each phase of the customer life-cycle including: defining business requirements, negotiating contractual agreements, managing projects throughout implementation, and coordinating ongoing support.
- **Selected to Lead** the delivery and selling of new service of Enterprise VOIP implementations to most strategic and largest customers including **Verizon**, **Smith Barney**, **Schneider Electric**, and **Lightbridge**.
- **Managed Project sponsored by President and COO:** the company's most important internal project for 2002. Project scope was an audit reconciling company's Top 100 customers' equipment with their invoices and contracts.
- **Program Manager for the PhotoChannel Networks**, a worldwide digital network linking mini-labs and photo kiosks to consumers, retailers, online portals, and communities with photo-sharing features. Implementation included DSL connectivity and VPN security with a **1st year contract value of \$3.3M** and **revenue potential of \$24M** with 7500 sites nationwide.
- **Manager for the Puerto Rico Telephone Company's (PRTC)** purchase and installation of Point-of-Presence (POP) equipment and the reselling of Genuity Services. **1st year contract value** estimated at **\$5.5M**.
- **Senior Project Manager for Bell Atlantic and Genuity Partnership** providing Commonwealth of Massachusetts Internet access and VPN connectivity. Initially a three-year commitment with option to renew for 10 additional one-year increments. The Commonwealth project consists of over 150 agencies employing more than 70,000 potential users.

#### CABLE AND WIRELESS, New York, NY

1999 – 2000

##### Account Manager | SureCom Division

- **Credit Suisse First Boston**, **Madison Square Garden** and **Thomas Publishing**.

##### Prior Employment:

<b>KINKO'S CORPORATION</b> , New York, NY	1993 – 1999
<b>LERCH, BATES AND ASSOCIATES</b> , New York, NY	1991 – 1993
<b>OTIS ELEVATOR</b> (subsidiary of <b>United Technologies</b> ), New York, NY	1984 – 1991

### EDUCATION

**Lehigh University**, Bethlehem, PA  
*BA in Economics and English* | double major

### Professional Development

**George Washington University**, Washington, DC  
*Master's Certification* | *Project Management*

Numerous project management, quality, customer relations, leadership and sales programs.