Project Manager

Matthew Morrison

Birmingham, AL

Job Preferences:

Desired job title:	Project Manager
Employment type:	Full time
Career status:	Active job seeker
Available to start:	05/2021
Additional notes:	My name is Matthew Morrison. This is in response to a position posted. I would appreciate the opportunity to get more information about the position to determine our compatibility. I have extensive experience and training in sales and business management and match or exceed all of the criteria listed for the position. I thrive in problem solving scenarios and have a tendency to think outside the box in resolving complex and multifaceted situations. Being extremely devoted and highly motivated, I have the “can do” attitude to do what it takes to support my wife and three young children. My goal is to secure a long term career within a stable company. I thoroughly enjoy an environment in which I build a loyal customer base focused on positive and trusting relationships. Having solid business instincts, strong ethics, sound business judgment and a passion for delivering cost-effective results, I consider myself an asset to any well constructed business model. I am a genuine person and it comes across with my customers and employees. Being well versed, self assured, articulate and polished gives me a certain comfort level that others seem to find comfort in as well. I look forward to hearing from you. Kind regards, Matthew D. Morrison 205-504-0095 / mattdmorrison@yahoo.com 140 Park Place Circle Alabaster, Alabama 35007

Education:

HONORS-Fastenal School of Business Management/Wynona State University
Bachelor

Shelton State College

Business Management

09/1989 – 06/1993

University of Alabama, School of Commerce and Business Administration
Bachelor

Work Experience:

01/2013 – Present

District Manager

Lyon Workspace Products
Food Service Manager, Management/Manager

* Promote joint calls through distribution channels acting as the storage solutions expert liaison
* Draft schematics / floor plan layout with storage designs per the client's requirements
* Utilize Contact Manager, Dodge reports & iSqFt.com to discover bid opportunities
* Process RFQ's for dealers, distributors & GSA / State / Federal contracts
* Project Manager & liaison between manufacturing and dealers / GCs

01/2017 – 12/2020

Account Manager

Calera Industrial Supply
Management/Manager

* Canvas existing and potential customers with problem solving innovations
* Generate POs to Vendors through product sourcing
* Business Development
* Project Manager

01/2015 – 01/2017

Area Sales Manager-Hoffmann Group

Area Sales Manager-Hoffmann Group
Sales Manager, Management/Manager, Sales

* Project Manager
* RFQ / Sourcing Specialist
* Account Management
* National / Global Key Accounts Negotiations Lead

01/2013 – 12/2014

Site Manager/Buyer

Industrial Distribution Group (Kennametal)
Management/Manager

* On site store room manager / Crib attendant manager / VMI
* Purchase all non-production materials / Issue POs
* Source & procure consumables, tools, machines & repair parts for both facilities
* Maintain lean stock levels to support $1.6 million in monthly production expenditures
* Implement process mapping & establish "Point of Use" Cabinets for cost savings analysis

01/2010 – 01/2013

Account Manager

Calera Industrial Supply
Management/Manager

* Canvas existing and potential customers with problem solving innovations
* Generate POs to Vendors through product sourcing

01/2007 – 12/2009

Branch Manager/Operations Manager

Fastenal
Operations manager, Management/Manager

* Direct & Mentor Industrial Sales staff for both inside & outside sales
* Solve logistical issues; Sarbanes Oxley, OSHA, MSHA & MSDS compliance
* Monitor sales, ROA, Freight spread, Expenses, CRM, Inventory, Collections & Vertical/Horizontal growth
* Account acquisition & penetration for OEM / MRO accounts

01/2000 – 01/2007

Food Operations Manager

Food and Beverage
Operations manager, Management/Manager

* Hire, train & supervise employees
* Manage the front of the restaurant

01/1998 – 01/2000

Logistical/Production Coordinator

Edward's Equipment Sales, Inc.
Manufacturing/Mechanical

* Coordinate conflict resolution / Damage control
* Facilitate customer product redesign / R & D on site & on the fly

01/1993 – 01/1998

Sales/Service Representative

Selpro Marketing Inc.
Sales

* Manage distribution of 62 product lines in big box home centers & smaller hardware store chains
* Analyze product movement to determine appropriate ordering schedule; set min/max; OPOQ
* Conduct product knowledge (Pk) training classes for store employees
* Schedule merchandising product mix changes using planograms / schematics-manage reset crews
* Inspect & authorize credit for returned merchandise; RMA, RGA & RTV

Language Skills:

n/a: English

Skills:

n/a: Sarbanes Oxley, CRM, OEM, Microsoft Office, multiple operating systems, SXe, Quickbooks, SAP software applications