

DAVID MURRAY

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Senior Executive: General Management ▪ Operations ▪ Business Development

Proven self-starter with ability to identify and capitalize on new business opportunities, set business goals, and follow through on business plans. Articulate communicator skilled in establishing and developing talent pipelines that optimize performance and productivity while strengthening and supporting company culture and objectives. Expertise includes:

- Strategic Planning & Growth
- Operations Management
- P&L Management
- Leadership & Mentoring
- Competitive Product Positioning
- Productivity & Performance Improvement
- Contract Negotiations
- Account Development & Retention

PROFESSIONAL EXPERIENCE

XYZ CORPORATION, Jessup, MD

2000–Present

Owner / CEO (2005–Present)

General Manager (2000–2005)

Recruited to turnaround division of national wholesale/retail building supply company struggling with staff productivity, morale, and shrinkage issues. Guided daily operations for sales, marketing, manufacturing, distribution, and installation of millwork products. Directed up to 120 employees, including V.P. of Sales and V.P. of Finance. Managed \$25M budget.

In 2005, purchased company's assets; provided strategic direction, sales leadership, and operational management for new corporate entity.

Accomplishments: Management

- Successfully rebranded and repositioned company for future growth; improved employee performance, productivity and accountability for performance of core business products.
- Selected, trained, and implemented key management positions with strong focus on developing talented personnel pipeline; reduced employee turnover from 40% to 10% annually.
- Restructured staff positions and job responsibilities, reducing operating costs 34% in 12 months.
- Instituted customer-centric approach that earned two Vendor of the Year awards in 2008 from Beazer Homes and Ryland Homes.

Accomplishments: Operations

- Within 12 months, revised operating procedures, reversing three consecutive years of negative profit growth (-\$1.5M) and producing \$500K in revenue.
- Boosted sales \$3.5M in 2008 through launch of wholesale millwork division.
- Instituted computerized accounting assessments to verify accuracy of P&L reports.
 - ~~Eliminated unprofitable stair manufacturing division with reported gross margin of 45% and actual losses of 30%.
 - ~~Implemented computerized inventory control system, decreasing inventory expenses by \$700K.
- Renegotiated purchasing agreements with suppliers, lowering cost of goods 15%, extending credit terms additional 30 days, and acquiring vendor rebates that added ~3.6% to bottom line profits.

FAVORITE BRANDS, LLC, Tampa, FL

1995–2000

Regional Director

Hired to manage regional sales for growth-oriented start-up selling solid surface and quartz countertops to Home Depot, Lowes, and The Great Outdoors (Sears). Directed production and sale of products in Northeastern U.S. with annual revenue of \$400M.

- Identified and acquired select fabricators to manufacture and deliver finished countertops to end-users in Northeastern U.S.
- Solicited prospects. Presented proposals to major chain buyers, demonstrating sales and profit potential. Within 12 months, captured 125 Home Depot and 160 Lowes stores with annual combined revenue of \$115M.
- Outsold leading competitor (Corian) in New York market by 4:1 ratio through utilization of strong presentation and training skills.
~~Trained clients' employees to demonstrate products' features, advantages, and benefits.

J.P. LAMINATES, Boston, MA

1993–1995

V.P. / Regional Director

Led daily operations for four wholesale distribution branches within Northeastern region that generated ~\$37M in sales revenue. Oversaw \$28M operating budget.

- Boosted sales 35% within one year by restructuring internal operations.
- Investigated and implemented regional buying program for plywood products, reducing purchasing costs 28%.
- Decreased regional shrinkage and damage expenses \$375K by implementing best-practice warehousing policies.

Prior Employment

- President, K.L. Lumber Companies, Philadelphia, PA
- Regional Manager, Martin Building Centers, Inc., Pittsburgh, PA

EDUCATION / AFFILIATIONS

George Washington University, Washington, DC
Completed courses in MBA degree program

University of Baltimore, Baltimore, MD
B.S., Business Management

Board of Directors, Eastern Building Materials Dealers Association, 2007–2009
Member, Finance/Insurance/New Membership/Trade Show committees, Eastern Building Materials Dealers Association, 2000–2009