

TROY WYATT

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PROFESSIONAL PROFILE

Hard working, creative, and enthusiastic executive with General Manager and Store Manager experience in the alcohol beverage retail and wholesale distribution business, including major brands development for spirits, wines, and beers, along with finer foods and humidor product development, along with experience in deli-restaurant management and support. Strong daily achievement planning and people communication skills, including the general public and store associates. Extensive work with inventory and supply chain management. Also responsible for increase in private label brands to support store and district profit plan.

SKILLS

- People/Team Building
- Communication
- Goal oriented
- Business development
- Staff development
- Hard worker, Honest
- Computer-savvy
- Fast learner/Solutions focus
- Detail oriented
- Community outreach

EXPERIENCE

Store Manager - Superstore 94, Spec's Wine, Spirits, and Finer Foods, October 2017-Current
El Paso, TX

- Responsible for stores business achievement including sales, operations, and regional operations support for other stores in district.
- Managing for plan achievement team of 25 individuals.
- Maintain relationship with wholesale customers purchasing from store 94

General Manager, Glazer's Beer and Beverage LLC, formerly Glazer's Inc., January 2016-May 2017
El Paso, TX

- Led 118 employees to achieve company profit and sales goals with a 2.9% increase in sales in 2016 and .8 market share growth.
- Achieved 12.7% turnover rate and accomplished a 101% operations dashboard score.
- Was awarded the 2016 Millercoors Presidents Award for outstanding business achievement.

Branch Plant Manager, Glazer's Inc, September 2008-December 2015
El Paso, TX

- Led 165 employees overall to achieve the sales and profit goals for the El Paso spirits, wine, and beer division
- Focus on Operation Duties including inventory management, supply chain management, and achieved a 115%

- In 2012, leading the entire state of Texas for operations achievement.

Marketing Manager, Joe G. Maloof and Co, September 2001-September 2008

Las Cruces, NM

- Responsible for chain and business development in 2 of 6 statewide NM chains.
- Led the company in sales revenue growth in 2006 and 2007.
- Achieved the profit plan for branches in Las Cruces and Roswell, NM.
- Member of the sales management team that achieved the highest award issued by Heineken USA and Crown Brands.

President and C.O.O., Montana Beverage Company, formerly Dickshire Coors Dist. Company, February 1998-September 2001

El Paso, TX

- Responsible for consolidation of Coors and Miller beer brands into one warehouse.
- Combined both company's to create one effective sales, marketing, and operations company with 120 employees.
- Earned the 2000 Miller High Life achievement from Miller Brewing Company in 2000.

EDUCATION AND TRAINING

BBA

U-T EL PASO , EL PASO TX USA

Business-Accounting

Sales Management and Operations, including wine, spirits and beer curriculum, Glazer's University, Dallas TX

Certified Beer Cicerone , El Paso TX

LANGUAGES

Bilingual in Spanish

INTERESTS

- March of Dimes Volunteer Board Chairman - 2013 to present
- 2015 March of Dimes Signature Chef Gala Chairman featuring 20 chef's raising \$121,000 and a 25% increase in funds raised for the community event
- United Way of El Paso County Board of Directors - 2016 to present
- Participated in Vision/Mission strategic planning session with the United Way of El Paso County - July 2016
- Volunteer, El Pasoans Fighting Hunger Food Bank
- Operation Education of Texas non-profit Founding Chairman - 2008 to present