# Oscar Ruiz Jr

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# South Florida

**Summary of Qualifications**

Results-driven Strategic visionary with Business acumen, process design and analysis. Operations, Logistics, Routing, Human Resources, Labor negotiations, Warehouse in and outbound freight. Fleet and Facilities. Import and Export. Safety First model. Labor Planning and Forecasting. Utilizing Lean Manufacturing principles

**Professional Profile**

 **Sysco, Fresh Point Miami Florida** Jan. 2018– Present .

**Vice President of Operation**

**South Florida largest produce company with over $360 million in sales. Focus on Strategic planning in Distribution, Logistic, warehousing, Inventory, Procurement, export, cruise ship, Labor, facilities and Labor management. Haacp,GMP.ESPM.**

*Selected Accomplishments*

* *Developed distribution tools to enhance communication between sales and Ops*
* Road Net routing software. WMS software
* Operations, Distribution, Procurement and Labor management.
* P&L $20Million and Cap Ex . Strategic Planning.
* Developed operational S.O.P and training program with focus on Retention
* Forecast distribution objectives to meet fiscal goals
* Analyzed KBI to support our visionand goals.
* Negotiated Driver teamster CBA.

**GO2Events Miami Florida** July 2014-Dec 2017

 **VP of Operations east coast**

* Professional training and development of warehouse, Logistics, Distribution at all east coast locations.
* Launched initiatives to implement WMS and routing software to create efficiencies.
* P&L with additional cap ex for building growth.
* Developed KPI to measure success and benchmark all facilities
* Coach and mentored leaders to adopt best in class skills to meet customers and corporate expectations.
* Educate organization on the changing workforce embracing the new millennial generation.
* Analyze organizational structure and develop SOP. Lead in warehouse conversions implementing software for efficiencies. Develop training to educate associates at all levels in personal development.
* Maintained all DOT, OSHA and safety logs to standard. Managed fleet and drivers.

**Phoenix Beverages, Inc.,** Brooklyn, NY Jan. 2003 – May 2014

***Director of Operations***

Focus area of distribution operation, warehousing, transportation, maintenance, routing, logistics, inventory control, and physical plant safety reporting directly to the Senior Vice President. Reviewed weekly payroll for 400 associates to include Drivers, warehousing, fleet and facilities. Staffed all facilities according to projected sales goals, worked with customer service on escalated issues, and facilitated coaching/training for management teams. Developed training manual for new employees. Maintained fleet assets to 97% availability daily..

*Selected Accomplishments:*

* Processed 1800 orders daily with an average outbound of 50,000 cases daily.
* Maintained order fulfillment rate of 99% accurate pick and minimal shrinkage
* Implemented Road Net routing system for 100 vehicles that service our customers daily.
* Negotiated 2 collective bargaining contracts with local 812 teamsters.
* Designed warehouse to accommodate automated WMS.
* Directly accountable for the consolidation of 4 facilities into a 240,000 and 180,000 sq. ft. mega structure

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**Professional Profile (Continued)**

**Manhattan Beer Distributors, Inc.,** Bronx, NY Jun. 1998 – Jan 2003

***Facility Operations Manager***

Held accountable for maintaining quality control of warehousing beer products at 5 RDC locations while overseeing an operating budget of $11M for all warehouse functions and maintaining D.O.T. compliance and OSHA standards through Safety Officer.

*Selected Accomplishments:*

* Negotiated C.B.A contract with Local 99 two 3-year contracts respectively.
* Introduced fleet loader to achieve warehouse friendly loading.
* Implemented a safety committee to review all work place bodily injury and vehicle accidents.
* Performed annual performance reviews with my team with plan of actions for success.
* Created a breakage department which repacks 75 % of total breakage. Value added to bottom line.
* Labor management monthly meetings was successful in creating open communication from labor force.
* Routing system Road Net in place for successful routing of fleet trucks.
* Service 1200 accounts daily with average 40,000 case volume.
* Managed the process for placing railroad tracks in our Brooklyn facility.

**Coca Cola Enterprises,** Maspeth, NY Mar. 1993 - Jun. 1998

***District Sales Manager***

Oversaw district sales for Coca Cola Enterprises after starting as Area Account Manager, and promoted to current position to manage the entire NYC region. Planned and adjusted daily to achieve sales and budgetary goals while assisting with the implementation and transition to computerized order system in the field. Trained employees on hand-held Norand ISP 200 computer, as well as managed 35 route driver salesmen and 25 sales representatives. Coached, trained, and developed staff by facilitating an ability to communicate on all levels.

*Selected Accomplishments:*

* Led division in NYC market and executed sales targets with an 11% increase for 3 consecutive years.
* Secured displays at major accounts and gave our products better exposure.
* Built relationships with key accounts and communicated to upper management sales trends.
* Interviewed at recruiting events and job fairs.
* Created team building and incentives to achieve sales growth.

**D's Famous Bread Co.,** Bohemia, NY Oct. 1987 - Mar. 1993

***Route Sales Owner distributor***

Distributed fresh baked products in the Queens and Nassau county areas while owning distribution rights and making sales calls to major supermarkets to expand business.

**Education**

**Bachelor of Science**, Business Management. Northrop University Inglewood California

Currently Enrolled in Lean Manufacturing Certification Program

United States Air Force -Graduated from Law Enforcement Academy Lackland Air Force Base

Florida and New York State Licensed Realtor

**Additional Skills**

**Languages:** English, Spanish - Bilingual

**Technical:** Windows Operating Systems, Microsoft Office, Computers

