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| **Mike Thompson** | Sugar Land, TX 77479 ▪ 713.817.8115  [m.thompson1852@gmail.com](mailto:m.thompson1852@gmail.com) |

**Chief Executive Officer**

*Over 15 years of transformational leadership at high-growth organizations*

Dynamic and results-driven executive with expertise in all facets of operations, finance, sales, marketing, risk, inventory control, data analytics, performance, and project execution. Proven track record of negotiating and securing multimillion dollar contracts and revenues. Exceptionally adept in crafting innovative solutions that optimize processes, productivity, and profitability. Strong ability to build and cultivate relationships with stakeholders and government authorities. Articulate communicator and champion of cross-functional teams.

**Highlights of Expertise**

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| * Executive / Operations / Change Leadership * Strategic Business Planning & Execution * Multi-Channel Sales & Marketing Solutions * Quality & Regulatory Compliance Statutes * Risk Mitigation & Inventory Control * Contract Development & Negotiations | * Process & Productivity Improvements * Full Life Cycle Project & Product Management * Cross-Functional Team Leadership * Market Analytics & Performance Management * Financial Management & HR Administration * Stakeholder & Government Relations Management |

**Career Highlights**

* + - Generated $2.4B in inside store sales (GHRA) and $205M in revenues (GHRA Warehouse)
    - Secured $526M in revenues at Coca-Cola
    - Managed 200+ cross-functional personnel over career
    - Led a 13-member Board of Directors
    - Co-founded a non-profit organization and pioneered an employee health care plan

**Professional Experience**

GREATER HOUSTON RETAILERS COOPERATIVE ASSOCIATION, INC.(GHRA) – Houston, TX 2009 – 2018

*Principal strategist and overseer of business transformation into a complex, profitable organization supporting 2000+ consortium of independent convenience store operations across Southeast Texas.*

**CHIEF EXECUTIVE OFFICER**

Proactive leader that completely revitalized the organization, including but not limited to: strategic business planning of the company vision, mission, objectives, operational framework, vendor relations, procurement, government relations, regulatory compliance, talent management, logistics, financial management, budgeting, and client relations. Opened new revenue streams, prepared the annual budget, and submitted financial planning to the Board of Directors. Designed, developed, and rolled out a new fast food franchise. Engaged with high-level government officials to execute state/local community and industry directives.

* Catapulted operating income from $1.7M to $8.3M and member rebates from $7.7M to $17.2M.
* Bolstered membership from 1,200 to 2,000+ stores.
* Project-managed the planning, construction, and launch of a 150,000 sq. ft. warehouse and distribution center with revenues of $200M+ within 3 years.
* P&L responsibility of $214M.
* Recruited 25 skilled procurement and operational leaders, impacting 200+ cross-functional staff.
* First MEP Coordinator for the National Alliance of Trade Associations (NATA).
* Co-Founder and past Board Member of GHRCF, a non-profit organization that provides financial support to families of fallen peace officers and first responders.

COCA-COLA ENTERPRISES – Houston, TX 2003 – 2008

*Earned three progressive promotions at one of the most prominent global beverage companies in the world.*

**DIRECTOR – CONVENIENCE RETAIL SALES, SOUTHWEST BUSINESS UNIT** (2005 – 2008)

Primary leader of independent convenience store channel sales and marketing initiatives for the Southwest Region. Designed and deployed action plans in collaboration with regional tactical operations teams.

* Directed and developed 6 Executive Account Managers, promoting skills enhancement and professional growth.
* Boosted gross profits by $43.7M, delivering 8.2M unit volume in the SW region.
* Conceptualized and implemented the convenience store channel business model for the unit.

**DIVISION VICE PRESIDENT – SALES, EAST TEXAS DIVISION** (2003 – 2005)

Directed comprehensive sales and marketing initiatives, generating revenues in alignment with established target goals. Motivated multiple teams to drive performance and overall team accomplishments.

* Supervised, equipped, and coached 12 cross-functional staff across multiple sales and marketing teams in a competitive, extremely diverse major market.
* Achieved $526M in revenues and delivered 58.8M unit volume in accordance to target benchmarks.
* Overhauled 4 multi-channel sales teams by streamlining 2 major corporate restructuring projects.

Additional Experience

**Division Manager** **– Key Accounts, East Texas Division** ▪ Coca-Cola Enterprises – Houston, TX

**Key Account Manager – Sales, East Texas Division** ▪ Coca-Cola Enterprises – Houston, TX

**Professional Affiliations**

* + - Convention Content Committee – NACS
    - Co-Founder / Past Board Member – Greater Houston Retailers Charitable Foundation
    - Past MEP Coordinator – National Association of Trade Associations