

# Jason Eugene Rink

Remote

678-231-2498

jasonrink1@icloud.com

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**Business Leader with over 30 Years' Experience in the Wholesale Distribution Industry specializing in Leadership, Improving Processes & Performance, Customer Satisfaction, Safety, Warehouse Optimization, Sales & Operational Excellence, Morale Building and Well-Being of Employees.**

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## SUMMARY OF QUALIFICATIONS

- Sales and Operations leader with over 30 years' experience in the construction materials industry
  - Extensive history of maximizing ROI thru operating cost audits and procedural changes
  - Exceptional written, verbal and interpersonal skills to effectively communicate and retain relationships with all internal and external audiences
  - Strong interpersonal skills that result in long term trust with associates and business partners
  - Excellent communication and team building skills; leading by example
  - Proven capabilities in sales & operational analysis, process improvement, and corrective implementation
  - Extensive background in multiple ERP's, Microsoft & CRM systems as well as system migrations and implementations
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## CAREER ACHIEVEMENTS

### Business Sales & Operations Management

- Multi Time Mark of Excellence Winner in Sales & Operations with Hughes Supply / HD Supply Building Materials, Plumbing & HVAC Divisions
- Established and located the HVAC, BM & Plumbing Distribution Hubs for Hughes / HD Supply
- Instrumental in the Rheem/Ruud conversion with Trane after the APEX acquisition
- Lead multiple regions in Sales & Operational Excellence, Inventory Control, Warehouse Optimization and served as a main contact for our functional and support groups
- Assisted in multiple ERP Migrations, consolidating and implementing, while managing the project plans, training and budget
- Collaboration with field support teams, sales leadership & senior leadership to enhance service levels, business commitments, day to day processes & logistical improvements thru fleet management

- Regional & Company wide P&L responsibility, with extreme focus on SG&A deficient locations and correct measures to improve overall profitability
- Assisted in developing Asset Protection program while working with Corporate Asset Group at Hughes Supply
- Developed Branch Open and Close SOP's for Hughes Supply & HD Supply
- Implemented Dead and Excess Return program pilot resulting in D&E reductions from \$223K to \$55K in 60 days

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## LEADERSHIP AND TRAINING

- Lead team of over 350 in positions varying from warehouse, logistics, customer service, inventory control, branch management and sales
- Assisted in development of the District Manager role for Hughes Supply, responsible for training and development of individuals during Hughes Unified Program
- Implemented OSHA training for Regional employees in vehicle safety including lift trucks, reach trucks, pickers, material handling, and hazardous material

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## PROFESSIONAL EXPERIENCE

<b>JOHNSTONE SUPPLY</b> Director of Sales & Operations	<b>04/2019 - 02/2022</b>
<b>ANIXTER, INC</b> Regional Manager / VP of Ops	<b>10/2015 - 03/2019</b>
<b>HD SUPPLY, INC</b> Regional Manager / VP of Ops	<b>12/2014 - 10/2015</b>
<b>HUGHES SUPPLY INC.</b> Branch Manager, Building Materials Asset Protection, Corporate District Manager, Plumbing/HVAC Regional Manager, Plumbing/HVAC	<b>10/1998 - 12/2014</b>
<b>HUGHES SUPPLY INC.</b> Driver Warehouse Manager Counter Sales Inside Sales Outside Sales Branch Management, BM & PS	<b>06/1992 - 10/1998</b>

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## TECHNICAL SKILLS

- Excellent knowledge of Microsoft Word, Excel, Project, Access, Outlook, PowerPoint, Pages & Numbers (IOS), ZOHO Projects, CRM & Desk
- Trained in Servant Leadership, Industrial Psychology, Management Techniques & Business Management