

Jonathan Nunez

Aurora, IL 60506

## **PROVEN ABILITIES AND RESULTS**

### **Problem Solving/Analysis**

- Monitor multiple processing systems for performance, safety, and quality
- Serve as a liaison to establish and coordinate an efficient daily schedule based on team members' diverse qualifications
- Actively participate on committees associated with plant safety reevaluations including Cross Departmental Communications, FSSC Preparation Programs, and Employee Club
- Implemented a new delivery route system that decreased delivery times by 30%
- Created and maintained a customer database to track previously offered services which was later utilized to increase company profits

### **Growth Strategies**

- Acted as a Safety Day Facilitator and instructed classes on Food Safety, Personnel Safety, and Public Safety to over 500 individuals
- Upheld company standards by leading a team of mechanics day-to-day and provided direction and support for all team efforts
- Worked with Marketing Department and Regional Sales Manager to develop a new strategy for an untapped market
- Maintained positive relationships with existing accounts while simultaneously searching for new prospects
- Restored relationships with former accounts that helped to increase market share
- Developed a strategy that directly increased customer base by 15%
- Recognized a need for company products in unexplored markets in Mexico, and began to prospect areas which resulted in a successful growth in sales

### **Profitability**

- Established and upheld relationships with local car dealerships resulting in successful service agreements which increased billed labor hours by 30%
- Increased sales over 40%
- Key Contributor in creating an Autonomous Maintenance Program with cohesive cooperation from both maintenance and engineering teams to decrease equipment failure by 54% and reduce waste by 74%

**Experience**

General Mills, West Chicago, Il, Tech 1 System Operator 2013-Present

Azteca Auto Repair, Joliet, Il, Operations Manager, 2011-2013

Education City, Naperville, Il, Account Manager, 2010-2011

O'Reilly Auto Parts, Aurora, Il, Commercial Sales Manager, 2009-2010

**Education**

Aurora University, May 2016

Bachelor of Arts Degree in Marketing

Cum Laude Graduate