

Leronza Campbell III

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OBJECTIVE

Currently seeking a position of responsibility that involves execution, team management, market analysis, and provides advancement opportunity.

CAREER SUMMARY

I am a business professional that specializes in team management, strategic business planning, training, development, and the growth of businesses. With 10 years of diversified experience and supported education in marketing, strategic business planning and execution has become my niche. Using alliance building and motivational skills, I maximize the potential production of every team. I have demonstrated success in multiple organizations not only as a member of management, but as a contributing consultant and coach. Through drive, a team spirit, and taking ownership, I will do the same for you.

PROFESSIONAL AND TECHNICAL SKILLS

- Multi-Unit/Large Team Management skills and experience leading multiple teams and personalities to one goal and achieving success (Team sizes as large as 65 personnel)
- Excellent verbal and written communication skills including listening, understanding, and responding.
- Disciplined when it comes to delegation, follow-up, and follow through until tasks and assignments are complete.
- Highly skilled in giving presentations to large audiences and leading meetings, video and telephone conference calls, and training sessions with an outlined agenda.
- Strong computer skills and exposure to Microsoft Office, Adobe Acrobat Pro DC, Foxit Phantom, Windows and Mac OS, Bullhorn CRM/ATS, Salesforce, Slack, Canva, and more.
- Team building and leadership, project management, systems analysis and C programming
- Strong selling skills both B2C and B2B, understanding the entire sales process, and how to close a sale.
- Excellent at understanding a vision, then developing and action plan that executes that vision at a high standard.
- Experienced in all areas of personnel management including issuing corrective action and creating PIPs.
- Proficient and conversational in Spanish.

WORK & CAREER RELATED EXPERIENCE

Annashae Consulting and Staffing – Cleveland, Ohio

2016 -- Current

(Physicians and Licensed Independent Practitioners Staffing and Consulting)

Director of Operations

- Manage the daily operation of a Joint Commission accredited Healthcare Staffing Organization overseeing all departments including Credentialing, Scheduling, Recruiting, Business Development, Information Technology, Contracts, Proposals, Marketing, and Accounting.

- Directly responsible for implementing and maintaining operational standards and procedures of all departments listed above, then ensuring that they align with the company vision and Joint Commission.
- Ensures that all departments have the tools and training needed to be successful
- Determine staffing requirements, interview, hire and train new employees, or oversee those processes externally with clients
- Establishes relationships with clients to ensure strong service levels and continued business through client visits and attending conferences nationwide
- Serves as the Program Manager for several clients interacting daily with Medical Directors and Contracting Officers resolving issues both business and medical related
- Searches for, analyzes, and responds to Solicitations with a consultative approach focused on delivering the best value and medical care to both the public and private sectors
- Prepares and submits weekly reports directly to the CEO/Owner in a timely manner
- Brought stability and processes to an organization that was losing its operational way through turnover and mismanaged processes
- Restructured the operation in the interest of sustainability by investing in people, training, and the tools that they use to ensure their success.
- Team size is 65 personnel including 15 in office and 50 healthcare professional in the field at 14 different sites comprised of both employees and independent contractors in 7 different states.

TMX Finance - Cleveland, Ohio

2015 -- 2016

General Manager

- Execute company programs and processes to fuel loan growth and above standard collections
- Support my team as the operational lead and face of the store
- Recruit, hire, train, and develop future leadership in a fast paced environment
- Create and execute a marketing plan including building alliances with local small businesses to increase new loan growth
- Stay current on collection law and industry regulations and update my team
- Became a state registered Notary of Public taking an oath to act as an agent to the State of Ohio
- Led a team to number 1 in collections and #3 in new loans out of 66 stores in OH, VA, and DE

Merchandising Services Company - Cleveland, Ohio

2014 – 2015

Territory Manager – Northeast OH and Western PA

- Maintains a lucrative and profitable relationship with our organizations clients within my assigned territory of 72 locations.
- Builds and manages teams merchandisers that execute planned resets within specific deadlines.
- Drives growth within the organization with great customer report and understanding of their business acting as a consultant and partner in every operation.
- Trains and develops future Territory Managers on company processes, understanding, and excellent execution.

7-Eleven Corporation, Cleveland, Ohio

2013 – 2014

Store Manager and Field Consultant Trainee

- Responsible for managing a P&L Report in excess of 12 million dollars in operating revenue.
- Led the transformation and rebranding project for a 9,000 square foot and 5 acres land location valued over \$700,000.00.

- Responsible for executing company initiatives and delivering results formulated with SMART goals.
- Created automation while developing managers and practicing servant leadership.
- Gained food service experience and successfully graduated the 7-Eleven COOL program gaining operator certification.
- Maximized profitability in an environment of over 1,000 visitors daily and is open 24 hours and 365 days a year.

Wireless Zone – Verizon Wireless, Cleveland, Ohio

2012 – 2013

General Manager and Business Specialist

- Operated and managed a high volume Verizon Premium Retail Location owned by an individual franchisee.
- Maximized profitability for that location and protected company assets,
- Rebuilt the entire business team and strategy to create a more sustainable business model and increased profitability.
- Performed B2B sales and managed large-scale business accounts in the greater Cleveland area.
- Created and Implemented Loss Prevention policies to reduce shrink.

Radio Shack - Indianapolis, Indiana and Cleveland, Ohio

2006 - 2012

Sales Associate, Store Manager, and District Manager Trainee

- Developed SMART action plans and executed company initiatives while taking ownership.
- Maintained healthy inventories and lead teams to be productive above corporate standards.
- Designed an effective sales model and provide training to a diverse multinational staff.
- Have multi-unit management experience overseeing a total of ten locations (50 employees) and reporting and being held accountable for their performance.
- Worked closely with Loss Prevention, Human Resources, Store Managers, and Vendors to ensure compliance.
- Exceeded many records in sales as a Sales Associate and Store Manager with the same company.
- Assisted a diversified group of customers by solving electronic needs.
- Key resource for screening new hires and hiring employees including hosting panel interviews and directly hiring.
- Provided translation assistance for Spanish-speaking customers, leading to an increase of business of over \$2K per month.

EDUCATION

Bachelors of Business Administration July 2010

Butler University, Indianapolis, Indiana

Major: Marketing

Overall GPA 3.5/4.0

From October/2008 to July/2010, worked at least 51hrs/week while in college full time as well.