

# John Christopher Jenkins

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Operations Management & Excellence | Process Improvement | Sales Leadership | Enterprise Accounts

Proven Operations and Sales leader with progressive roles spanning the prefabricated home and conveyor belting industries. History of success managing, building, and leading underperforming teams and territories to success, resulting in increased productivity, sales, and profitability. Skilled with cultivating relationships with key decision makers. Recognized for problem resolution skills, business acumen, and managing several complex projects simultaneously.

## KEY SKILLS

Leadership, Strategic Planning, Operations, Financial Management, Relationship Development, Key Account Management, Inventory Management, Process Improvement, Project Management, Policies & Procedures, Compliance, Budgeting, Purchasing, Contract Management & Negotiations, Risk Mitigation, Hiring & Training, Scheduling, Client Engagement, Cross-functional Communication

## SELECTED ACCOMPLISHMENTS

- ✓ **Sales:** Earned Top Sales Award for most homes sold in the state of Georgia and recognized for providing an exceptional level of service.
- ✓ **Sales Leadership:** Relocated to NC with Fleetwood Homes and being awarded the highest compensation at the District Sales Manager level within a year; significantly improved the points of distribution in eastern NC, eastern VA, and SC.
- ✓ **Operations:** Transitioned from a District Sales Manager in manufactured/modular sales to Operations Manager in belting sales during a downturn in the housing industry.

## PROFESSIONAL EXPERIENCE

### **All-State Belting, Inc. | Charlotte, NC | 6/11 – present**

#### Operations Manager

- Manage day to day operations for Charlotte facility, including team management, inventory, audits, and sales.
- Hire, train, and lead team of 8, encompassing customer service, sales, and production personnel. Provide ongoing training regarding best practices, sales, product training, safety, and problem resolution.
- Oversee \$5.5M in annual sales, ensuring achievement of key metrics.
- Serve as the Subject Matter Expert regarding the annual inventory and audit processes, engaging cross-functionally to ensure timely and accurate completion.
- Provide vendor management, and engage frequently regarding orders and PO materials.
- Utilize the AS400 system regularly to take and enter orders efficiently and accurately.
- Create work orders for production, based on current orders, using on-hand materials or ordering from vendors.
- Review payroll and approve PTO for 5 employees.
- Resolve discrepancies in billing as well as any product issues with customers.
- Oversee customer service, work in progress and billing.

### **Holmes Building Systems | Robbins, NC | 3/2009 – 6/2011**

### District Sales Manager

- Promoted and sold modular on/off frame modular and customer modular product to dealer based in eastern North Carolina (NC) as well as throughout South Carolina (SC).
- Maintained existing dealer based for the division throughout eastern NC and SC.
- Developed new points of distribution and created new points throughout the territory.
- Managed inventory and developed strategies for increasing the levels for the territory.

### **Fleetwood Homes | NC & VA locations | 1/2006 – 3/2009**

#### Account Sales Manager

- Increased delivery levels at dealer locations.
- Created and monitored new points of destination in eastern NC and throughout VA.
- Promoted MOD and HUD coded manufactured homes.
- Maintained dealer base in NC and SC.
- Oversaw inventory and created means to increased inventory within the territory.
- Developed new points of distribution.

### **Stewart Park Homes | Charlotte, NC | 2004 – 2006**

#### Sales Manager

- Managed a staff of 3 sales representatives; providing training, coaching, and opportunities for professional development.
- Led all Park Model Sales company wide; managing sales and related service supporting a 5-state territory.
- Created distribution points throughout all 5 states; Georgia, Florida, South Carolina, North Carolina and Tennessee.

## SELECTED AWARDS & RECOGNITIONS

**Customer Service Award**, 8 consecutive years, for providing an exceptional level of service, Fleetwood Homes

**Top Sales Award**, 4 consecutive years, for selling 75 homes per year, Fleetwood Homes

**Top Ranking Sales Associate in Georgia**, 11 consecutive years, Fleetwood Homes

## EDUCATION

**Valdosta State University**, Valdosta, GA, completed courses toward degree

**South Georgia Junior College**, awarded baseball scholarship