

Jason Weber

A leader with a strong capacity for ideas and vision at the 40,000 foot level but also the granular understanding to create a plan, build a team and deliver on it.

Management | Operations | Sales | Logistics | Events | Retail - Merchandising | Problem Solving

EXPERIENCE

Pacific & Peak — *Consulting and Contract*

June 2016 - Present

- Social Media Management for Newspaper in mid sized metro market
- Web maintenance and marketing for trauma therapist clients

GMDC — *Member Services Manager*

June 2013 - June 2016

- Responsible for Membership, Conference and Business Analytic Platform Sales
- Initiated implementation of an onboarding and new member program for first year members
- Recruiting for memberships at trade events in the following categories: Toys, Organic & Naturals, Gift & Seasonal, General Merchandise, Health & Beauty, Front End & Convenience Categories
- Annually attended trade events in Atlanta, Chicago, Los Angeles, Las Vegas and New York
- Spearheaded planning and onsite set up of showcase and other conference functions for 2-3 annual conferences in rotation in Las Vegas, Orlando, Phoenix and San Antonio

BabyPlays Toy Rental — *President (and GM)*

Dec 2010 - June 2013

Entrepreneur who co-founded a start-up in the toy industry. Orchestrated and developed the inventory system and order fulfillment process. Instrumental in business plan development and market analysis.

- Managed an online toy rental company serving a customer base reaching 30 different states, offering an inventory selection of over 200 different toys
- Website maintenance, customer communication, online promotions, playgroup promotions, toy cleaning, packing, shipping, inventory maintenance and overall operations.
- Profiles in Time Magazine, New York Times, Colorado Springs Business Journal, ABC TV and Fox TV Local affiliates

SKILL SETS

Management

Managed a 23 person team of both Union and Non-Union associates to include two managers, an office staff and team members working the warehouse floor of a Kroger DC

(Advantage Logistics)

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Merchandising lead, responsible for a 15 store region to include both deli and bakery managers and their sales performances

(Kroger - Dillon's Division)

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Grocery Store Management to include stores across broad demographics and sales volumes and up to 250 team members

(Kroger - Dillon's Division)

Sales

Membership Sales, Conference Registration Sales and additional conference related program sales through prospecting onsite at trade events and cold calls (GMDC)

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Led sales effort on first showcase partnership with partner association for 2 years for a \$16K and \$23K margin (GMDC)

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Print and online media sales to local businesses via door to door prospecting and cold calls

(The Gazette)

The Gazette — Inside / Outside Sales

Nov 2010 - Aug 2012

Outside Sales Representative

- Consultative sales of online, print and social media space to assist with client branding and sales focused campaigns
- Mine competitive media, worked churn lists, made in the field cold calls and phone calls to prospect clients

Inside Sales Representative

- Collaborative support to outside territory reps, facilitating orders for their accounts and maintaining client relationship on their behalf
- Prospecting and setting appointments for outside sales representatives

Advantage Logistics — Director of Inventory

Sep 2008 - Nov 2010

- Oversaw inventory management systematically and physically
- By the numbers: 48,000+ items and locations with an average of \$52M BOH and weekly receiving and shipping of \$12 - \$14M
- Managed a 23 associate team both union and nonunion team members to include 2 shift supervisors.
- Special project inventory manager for seasonal events constituting large one time in and out waves

Ultimate Athletic — Operations Manager

May 2003 - March 2008

- Instrumental in event management and merchandise sales for events to include: ESPN/ABC Sporting Events, BCS College Football Bowls, USA Field Hockey National Tournaments and other Hot Events
- Brand development and revenue generations for partnering companies through internal sales, onsite and online sales and event management
- Coordinated with facility staff or was the on site merchandiser at the following venues: Staple Center (CA), Superdome (LA), AT&T Park (CA), Home Depot Center (CA), Disney Wild World of Sports (FL) and additional venues in nineteen different cities in fourteen different states
- Managed 15 e-commerce sites (e-comm site set up, order fulfillment and shipment)

Monarch Ski & Snowboard Area — Group Sales Associate

November 2002 - April 2003

- Coordinated with all departments for incoming large groups and facilitate the groups stay while at the ski area
- Point person for group leaders prior to arrival, orientated them once on property, daily face to face to ensure a positive experience and then processed payments when groups closed out on their final day

Account sales and management with an Olympic Governing Body Account, Pro Bowler Association and BCS College Bowl Properties (Ultimate Athletic)

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Group sales to past accounts via cold calls (Monarch Ski Area)

Logistics / Fulfillment

LTL Outbound and Inbound shipment of conference material, palletizing and coordination (GMDC)

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Full inventory system development and outbound shipping and receiving of all e-comm orders (BabyPlays.com)

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Daily management of over 100 outside storage trailers and pick path coordination and planning for seasonal outbound shipments for Kroger Divisions

(Advantage Logistics)

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Inventory Superintendent managing a 23 person team to track inventory for a case, inner pack and unit pick warehouse

(Advantage Logistics)

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Managed 15 different e-comm merchandise sites both digital product management and order fulfillment (Ultimate Athletic)

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Order selector in both perishable and non-perishable grocery distribution centers (Kroger)

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Kroger Grocery Company

June 1993 – Aug 2002

Inventory Specialist (Buyer): Peyton Division

(Oct 1999 - Aug 2002)

- Managed Inventory levels and opportunity buys for up to 4,500 items (\$4 million to \$12 million) for 6 divisions equaling 500 retail locations

Bakery/Deli Merchandiser: Dillon's Division

(July 1999 - Oct 1999)

- "In the field merchandising" for 15 different deli and bakery departments in the division's central district

Retail Store Management: Dillon's Division

(June 1998 - July 1999)

- Assistant store manager at 3 different stores in 2 different cities each with different sales volumes and demographics and up to 250 associates

Retail Sales: Dillon's Division

(Aug 1995 - April 1998)

- Prepped produce and worked the produce sales floor, grocery department and night stock both in Kansas and Ohio

Order Selector: Dillon's Division

(Summer 1993 - 1996)

- Order selector, truck loading and equipment operator in both dry goods and perishable warehouses

EDUCATION

B.A., Education (Exercise Science: Emphasis in Corporate Fitness)
Wichita State University, Wichita, KS. 1998

Internship: Procter & Gamble GO, Cincinnati, OH. 1998

References Upon Request

Event Management

Conference Set up 3 times a year to include front end and back end logistics to different locations and venues
(GMDC)

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Hot Event Merchandise set up for some of the nation's largest sporting events

(Ultimate Athletic)

Problem Solving

Created Onboarding Website for new members to help with conference prep before one was available to members
(GMDC)

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Created dashboard tracking tool to report membership progress to the association's boards
(GMDC)

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Recognized a market opportunity and along with Co-Founder, started a business to meet an emerging demand - toy rental (BabyPlays.com)

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Pushed for an improvement and autonomy of e-comm control of merchandising websites for licensing partners
ultimateathletic.com
(Ultimate Athletic)