**[Business Development General Manager](https://www.postjobfree.com/resume/adzhp1/business-development-general-loveland-oh)**

**Location:**Loveland, OH

**Posted:**September 05, 2023

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**Resume:**

Ronald Saresky

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SALES PROFESSIONAL

OPERATIONS MANAGEMENT ACCOUNT MANAGEMENT

Highly effective sales professional with successes in business operations and facilitating exceptional sales achievements. Absolute successes in business development, cost containment, revenue generation, and turning underperforming operations into market leaders. Skilled project manager with exceptional troubleshooting skills to assess organizational needs, identify areas needing improvement, and formulate effective solutions. Excellent communication, leadership and relationship management skills.

Areas of Expertise

Operations Management

Strategic Analysis, Planning

Market Expansion

Competitive Analysis

Budget Development

Account Management

New Business Development

Cost Control

Customer Relations

Revenue Generation Strategies

Employee Training

Project Management

Tactical Marketing Plans

Process Improvements

Team Building, Leadership

Key Skills Assessment

Highly skilled in the successful organization of complex projects requiring judicious analysis and follow-through.

Goal oriented strategist whose confidence, perseverance and vision promote success.

Dependable, hard-working, effective in recognizing client needs and delivering results.

Excels at directing a cohesive staff in successful attainment of objectives with proven record of achieving objectives with a limited budget.

Able to prioritize tasks while working under pressure with accuracy, attention to details, and time management.

Proven leadership ability and exceptional work ethic

Professional Experience

Monkey Bar & Grille 7/2022-7/2023

General Manager: Responsible for all aspects of running the venue.

Including: Hiring a staff of 100, training, inventory, music, employee retention

Collett Sealcoat, Dayton/Cincinnati 5/2018-7/2022

Account Management/Sales in the Sealcoating Industry

Maintained CRM to keep customers information.

Called on Commercial Accounts raising revenue each year.

Exceeded quotas from 1 yr. to the next

Built relationships that I still maintain from this position and previous.

Worked with operations to make sure everything went to the customers expectations.

TNT Services, Cincinnati/Kentucky 8/2016-5/2018

Account Management/Sales

Sales and Account Management for commercial Power washing

Accounts include Kroger’s, Walmart, Divisions Maintenance, Towne properties etc.

Have added new accounts monthly through building relationships.

Worked with networking groups to help build relationships.

Managed a CRM to keep customer accounts.

Zep Chemical, Cincinnati/Dayton OH 4/2015-8/2016

Sales and Customer Service

Sell cleaning solutions to multiple industries: trucking, universities, hospitals, restaurants, etc.

Doubled territory in one year.

Sell and coordinate site-specific services.

Business development of both long and short sales cycle accounts

Alpha & Omega Building Services, Cincinnati/Dayton OH 2/2010 – 3/2015

Sales and Operations

Sold cleaning services and managed multiple buildings at the University of Dayton Including the Arena, Keller School of Law as well as other dorms.

Oversee operations at Wilmington College as well as Tri-Health Medical facilities.

Sold and coordinated site-specific services.

Planned and implemented work schedules, maintenance, site inspections and employee scheduling.

SBM Site Services, Cincinnati, OH 2006 - 2009

Area Manager/Sales

Managed up to 150 employees in facilitating contract requirements and services.

Responsible for leading area in achieving revenue growth goals, managing and coaching a high-performance sale and marketing team, and preparing and implementing an annual strategic plan and budget.

Managed the company strategic planning relative to market position and future opportunities and maximizing client satisfaction and retention through a pro-active client feedback system.

Provided leadership for all aspects of the sales process throughout the area, fostering teamwork, excellence, and employee satisfaction.

Led productive on-site customer relations.

Oversaw ordering and inventory, cost control, labor, hiring and training.

Managed accounts with JLL as well as CBRE and Hospice of Cincinnati, Ft. Hamilton Hospital, NCR, Lexis Nexus and Dayton Daily News

Procured new accounts through customer referrals and prospecting.

Village Tavern, Cincinnati, OH 1995-2006

General Manager

Responsible for operations of all areas of Bar and Kitchen

Supervised two locations.

Currently serve as part-time consultant to owner

Ground Round, Cincinnati, OH, 1992-1995

Regional General Manager

Responsible for all operations of restaurant including hiring and training employees, inventory management and cost control.

Personal Interests

Family

Sports

Member of Avon-Miami #542 Masonic Lodge