

BEN TONEY

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Three years of operations experience across three different industries. Management and leadership experience in three different organizations. Analytically minded. Track record of measuring and improving performance even in an ambiguous environment.

Key Qualifications

- Strong leadership experience: Hired, trained and managed eight-employees as a branch manager; then supervised operations of four branches as a District Manager—managed 20 full/part-time summer employees in a deadline-driven environment
- One year experience as an entrepreneur and small business owner; secured three 2-year contracts with mid/large businesses

Education

Master of Business Administration (MBA), Krannert School of Management, Purdue University, West Lafayette, IN. May 2013
Concentrations: Operations & Supply Chain Operations Club participant & Student-managed Venture Fund mentor

B.S., Cellular and Molecular Biology, Business Minor, Utah State University, Logan, UT. May 8, 2010
Cum. GPA: 3.81 (Magna Cum Laude) GMAT: 680 (Top 15% percent)

Experience

O’Neal Industries—Market Analyst, Ogden, UT. 2011

- Solved two-year dilemma within marketing department; created process to form a bridge between market research and sales
- Researched & prepared 30-pg reports on large federal agencies; enabled top managers to make informed strategy decisions
- Presented findings/recommendations to executives of two O’Neal companies which guided their government sales approach

Northern Certified Energy LLC—Owner and Founder, Idaho Falls, ID. 2010-2011

- Secured three long-term contracts to audit utility and telecom bills for a hospital, a hotel chain and a road-materials distributor
- Contributed to team growth of nationwide entrepreneurs through sharing of best business practices
- Created an LLC and marketed high-tech energy efficient products and services in Idaho and Utah
- Set up my own website resulting in 20 website visits per week which increased visibility of business

Technology Commercialization Office at Utah State—Marketing Research Assistant, Logan, UT. 2009-2010

- Secured commercialization interest in a company resulting in a \$66,000 project grant
- Prepared and gave presentation to USU’s biochemistry/chemistry departments for \$800,000 of grant opportunities
- Created and implemented effective recruiting model to hire better qualified interns; model’s success led to better HR process
- Contacted top executives & created systematic follow-up process leading to two high potential commercial licensing opportunities

College Works Painting—General, District and Branch Manager, Logan and Centerville, UT. 2008-2010

General Manager-Conducted final interviews and hired 45 interns from 2000 interested students at Utah State University

- Trained recruiters on how to obtain leads; orchestrated record-breaking campaign, gathering 2000 intern leads in one week (over 1/7th of all USU students on campus)—185% increase over the previous year’s month-long effort

District Manager- Worked in a program ranked by the Princeton Review among the “Top 100 internships in the nation”

- Provided guidance and direction to interns, including setting performance standards and monitoring performance. Two interns ranked 5th and 6th nationwide (in giving estimates) and tripled revenue during summer—a rare occurrence
- Positioned new flier-marketing campaign that generated over \$75K of total \$275K summer revenue—a 600% ROI
- Launched a successful Craigslist internet hiring campaign—staffed 2 counties; replaced costly newspaper ads
- Handled customer complaints and facilitated resolutions to complex problems
- Developed good relationships with team; half returned for another year which is double the national average
- Ensured compliance to safety procedures via periodic safety meetings and inspections to adhere to OSHA requirements

Branch Manager- Sold & managed 40 projects. Responsible for customer interactions, purchasing, planning & quality control

- Utilized best practices to maximize franchise marketing program. Won Utah preseason sales contest; led top marketing team
- Ranked 3rd of 577 branch managers in estimates given nationwide and 50th in sales. Summer revenues exceeded \$83,000

Investment Management Consultants—Office Operations Manager, Investment Management Consultants, SLC, UT. 2007

- Originated new operating procedures to create quality control processes for a financial planning business. Successfully wrote from scratch a 54-page internal systems manual which helped to train new employees and contributed to doubling of revenues in 4 years
- Created a periodic touch system to increase contact with clients; built and maintained a new customer relations database

Portuguese speaking service volunteer, The Church of Jesus Christ of Latter-day Saints, Goiania, Brazil. 2005-2007