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Jimmy Vines

Objective

My objective is to leverage my experience while continuing to be challenged. I have over 5 years of experience working in an organization as a Division Operations Manager demonstrating increased profitability and maximization of revenue in municipality accounts. My background in Operation Management, Municipality Retention and servant leadership as a Firefighter/Paramedic represent a unique combination of disciplines. Personally, I have the drive and determination to consistently achieve success as a leader in all organizations that I have worked with in the past.

AREAS OF EXPERTISE

- *Municipality & Marketing
- *Account Management
- *Staff Management & Training
- *Relationship Building
- *Contract Negotiations

- *Productivity Coach
- *HR/Performance Management
- *Client Retention

Experience

[9/2014-06/2017]

Waste Connections

Midlothian, TX

Division Manager

- Increasing Sales, Productivity, Route efficiency and increasing EBIT profit margins by 3% year over year
- Reviewing and monitoring Division P&L to ensure monthly budgets were achieved
- Maintaining positive relationships with multiple municipal contacts
- Conduct monthly Major Account retention meetings with existing contacts and ensure all residential complaints are handled in a timely manner.
- Completing weekly payroll and forecasts
- Administering new and updating safety policies and procedures to all employees
- Monitoring daily maintenance productivity and ensuring proper safety repairs completed on the entire fleet.
- Assessing accident scenes involving Waste Connections drivers

[4/2012-9/2014]

IESI- A Progressive Waste Company

Whitesboro, TX

Operations Manager

- Managing operations of all routes and employees
- Administering new and updating safety policies and procedures to all employees
- Completing route observations, truck inspections, and ensuring facility safety policies are being followed.
- Increasing Sales, Productivity, and Route efficiency
- Maintaining relationships with Municipal contacts
- Completing weekly payroll
- Assessing accident scenes involving IESI drivers
- Completing daily truck files into Dossier with proper maintenance for entire fleet

[8/2011 – 4/2012]

IESI- A Progressive Waste Company

Dallas, TX

Roll off Driver

- Providing service to various roll-off customers, while hauling via PUP trailer
- Completing daily paperwork and driver log as required by DOT

[9/2010=8/2011]

American Waste Disposal

Dallas, TX

Operator

- Providing service to various roll off customers with the use of tractor trailer Roll off.
- Completing week payroll
- Overseeing potential new acquisitions
- Increasing Sales, Productivity, and Route efficiency

[02/2007-9/2010]

Champion Waste Services

Dallas, TX

Driver/Dispatcher

- Completing both Roll Off and Front Load services as needed
- Managing 35 drivers both Roll Off and Front Load
- Assessing accident scenes involving Champion Waste drivers
- Supervised all paperwork and computerized all route sequencing on a daily basis in Tower software

Relevant Past Experiences

Firefighter/Paramedic – 3 years' experience

Compactor-Fabrication & repair – 1 year experience