

Rahul Dang

Operations Manager - Z Pizza

Diamond Bar, CA

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(909) 436-7726

Motivated and enthusiastic executive having over 5 years of experience in setting up new business', talent acquisition, managing sales, r marketing and managing internal operations of business enterprise's.

Work Experience

Operations Manager

Z Pizza - Claremont, CA

December 2014 to Present

- Manage Sales - Increased sales by 15% yearly through advertising, marketing, catering, and social media strategies
- Built customer acquisition strategy that generated consistent monthly growth of at least 10%
- Generated new business for the company via outbound calling, in person visits, referrals and networking through social media
- Responsible for daily operations including hiring and managing existing staff, schedule creation, marketing strategies, and new product implementations
- Developed systems and procedures to improve quality and efficiency of operations
- Recruited, hired, trained and managed all personnel including hiring, on boarding, and scheduling shifts resulting in payroll running at 24%
- Maintained lowest employee turnover rate in district for over 3 years
- Responsible for all negotiations with vendors resulting in food cost dropping from 33% to 25%

Business Development and Talent Acquisition Manager

Pico Enterprises, LLC - Pico Rivera, CA

April 2012 to December 2014

- Increased in store revenue by 12% as a result of new marketing campaign through social media
- Successfully managed over \$1 million budget projects and successfully achieved projects' scheduled goals
- Directed the creation and implementation of a Business Community Plan, and the management of audit programs
- 100% of base quota achieved monthly
- Generated \$25,000 in new accounts
- Generated 53% of company revenue for 2014 and 68% of company revenue for 2014
- Consistently maintained a customer retention rate of 91% while exceeding profitability targets
- Recruited, hired, trained, and placed over 70 employees between different business'

Education

B.A. in Economics/Finance

Skills

OPERATIONS, SALES, TALENT ACQUISITION, ACCOUNTING, CONTINGENCY PLANNING

Additional Information

Expertise

- Setting up of a business from grounds up, sales and managing day to day operations
- Managing supply chain partners and raw material supply
- Building Customer Relationships - Ensure high Customer satisfaction translating into positive customer feedback and reorders.
- People Management, staff allocation, contingency planning.
- Accounting and record keeping through QuickBooks, Microsoft Word, Excel.
- Talent acquisition through full cycle recruitment including hiring, training, and placing appropriate personnel