Robert W. Baker III

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EMPLOYMENT

Iron City Flooring Inc. - Operations Manager
(2016 – Present)   Fort Myers, FL
-Streamlining current and new builder communication.
-Providing timely and competitive project bidding.
-Developed adjustable pricing structure program.
RESULT: Ascending annual gross revenue figures.
{'16 $80k} {'17 $1.3mil} {'18 $1.7mil} {'19est $2.16mil}

-Accurate and timely Accounts Payable management of expanding vendor and subcontractor client list.
{'16 $62k} {'17 $1.03mil} {'18 $1.27mil} {'19est $1.58mil}
RESULT: High corporate credit status and majority share of local labor market.

-Corporate controller and Quickbooks financial analyst.
-Project specific supply and labor cost forecasting.
-FIFO inventory methodology, minimizing time in warehouse.
RESULT: Ascending annual net income figures.
{'16 $-5k} {'17 $68k} {'18 $100k} {'19est $116k}

Bob Baker Shoes - Assistant Manager
(2014 – Present)*seasonal   Naples, FL
-Proactive sales initiatives adapting to seasonal environment and community activities.
-Enhanced inventory exposure and trend awareness through social media and brand awareness.
-Demographic aligned target marketing strategies, including print brochures for elder clients, email and social media contact for younger clients.
-Corporate controller and Quickbooks financial analyst.
-Uphold 4th generation family business service standards focused on strengthening the bond with repeat customers and welcoming new consumers to the family.
RESULT: Avg 12% Year over Year revenue growth.

Collier County Public Schools (CCPS) - Algebra Instructor
(2010 – 2014)   Naples, FL
-Promoted a diverse learning environment, through exposure group think, peer discussion and objective awareness.
-Prioritized differentiated instructional strategies, targeting student needs, levels, and learning styles.
-Leader in the "Bring Your Own Device" tech initiative as the primary host for administrators to see real time website, app and device lesson demonstrations.
RESULT: >80% End Of Course state exam pass rate.

Enterprise Rent-A-Car - Management Assistant
(2007 – 2010)   Naples, FL
-Aided in the development of service focused front of house operational plans.
RESULT: Consistently >85% scores in satisfactory "Enterprise Service Quality Index" ratings.

-Analyzed and adjusted local fleet inventory to proactively meet various branch reservation and walk in demands.
RESULT: sustained profitable occupancy rates of 70-85% off season and 85-98% in season.

-Directed local and national B2B marketing, solicitation and new client acquisition procedures.
RESULT: Branches added 5-10 new accounts monthly.

EDUCATION
(2003 – 2007)   Florida Gulf Coast University
-Bachelors of Science: Business management.
-Capstone business simulation project winner.
-4 years bright futures scholarship and Dean's list.
-Merrill Lynch financial internship program lead.

SOLE PROPRIETORSHIP & SALES VENTURES
-Green Leaf Commercial Cleaning
-X-Factor Math Tutoring
-RnR Medical Services
-Wyndham Destinations Inside Sales
-OSHA Forklift Operator Certification '19-'22

COACHING & LEADERSHIP
(2010 – 2016)   Florida
-USA Volleyball Team Florida High Performance.
-Top Select, USA South & Naples Volleyball Association.
-Bring it Promotions International Volleyball Tour.
-High School Varsity, JV and freshman Volleyball.
-YMCA and K6 Sports Club
Coaching/leadership responsibilities: Wellness director - program networking - facility operations - marketing & fundraising - nutrition specialist - practice planning - travel logistics - parent contact lead - international trip supervisor - travel chaperone - statistic & data analysis - youth development camp director - speed & agility coordinator

REFERENCES
Leslie Riccardelli
-Affiliation: CCPS Executive Leadership
239-777-7137
Zach Davis
-Affiliation: Corporate Sales Professional
941-313-1228
Nick Sweat
-Affiliation: Real Estate Management
239-777-0480
Robert Ritchie
-Affiliation: Licensed CAM
305-318-8908