David Sample

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A strong corporate leader and motivator with interpersonal and communication skills, supervises senior management, contractors, large groups, single and multiple stores. A financial planner creates innovative environments, inspires employees to provide customer solutions and share ideas on new ways to do business, gain new customers, improve processes and create a more efficient enterprise, ensuring adherence to company standards.

Area of Expertise / Accomplishments

- Track Record of Building Strong Teams and Increasing Revenue
- Hire, Train and Manage Personnel
- Analytical and Organizational skills
- Quick Learner / Problem Solver
- Proficient in MS Suite, Word, Excel PowerPoint
- QuickBooks and Parson Accounting

Experience

COMPANY, Phoenix, AZ 12/18 – Present

Founding Vice President – Construction & Finance

- Built Out 16 restaurants in 3 years: 5 in San Francisco; 6 in extended Bay Area; 2 in Seattle, WA; 2 in Giants Stadium, San Francisco, and 1 in Levi's Stadium, Santa Clara
- Oversee all construction, interfacing with architecture and design teams, general contractors, and permits with city building department, environmental health and state government
- Interfaced with Construction Management and General Contractors during construction
- Set up chart of accounting, payroll, insurance, health care, and tax accounting relationship

COMPANY, Phoenix, AZ 2012 – 2018

General Manager in Training - All aspects of operations based in Phoenix

- Staff of 15-20 managers with $200M/year sales and 300 hourly employees
- Responsible for handling all financial planning and Ancillary Business
- Increased revenue from $179M to $200M

COMPANY, San Diego, CA 2003 –2012

District Customer Services Mgr. / District Operations Mgr.

- Supported 10 locations in San Diego market
- In-home and in-store service management, store operations/customer interface
- Managed store financing, Reward Zone, and gift card performance

General Manager, Mission Valley, San Diego, CA

Highest grossing store on West Coast - Generated $90M with 15% net operating profit

- Directed store management with 200+ employees ensuring execution of store processes and strategies
- Analyzed sales and forecasting sales volumes to maximize profits and data analysis to interpret sales trends to achieve desired business results