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Roberto Montemayor

Personal Summary

Introducing a well presented and articulate proprietor, who possesses a keen eye for trends and a passion for the retailing industry. I'm highly motivated in sales growth with an understanding of the importance in customer service and product knowledge.

I am a driven and persistent manager/owner with an energetic and enthusiastic approach to all duties motivated by success, target driven, and proud to be a role model for all employees.

I have a proven track record to drive sales, recruit, select, train and develop exceptional staff to ensure that the team members deliver outstanding customer service at all times.

Work Experience

2001-Present Milwaukee, WI

Serial Entrepreneur:

**Monte Enterprises, Monte Financial Services,
Central Holdings, CMAD Properties, Monte Properties, CRM Real
Estate Holdings, Monterrey Xpress & Catering, Monte
Holdings, The Angry Taco, & Monterrey Market Plaza**

Since coming to Milwaukee in January/2001, I have been in business for myself. Establishing a niche in an underserved market. I pride myself in creating an opportunity from nothing.

2010-Present Monterrey Market Milwaukee, WI

Manager/Owner

Lead and run all functions of a full-service grocery store.

- Conceived an idea for a unique full-service grocer.
- Increased sales from \$0.00 to \$9,400,000 in 10 years.
- Created 62 Full & Part time job positions in the community.
- Created and implemented a business plan that attracted significant financing.
- Served as general contractor during construction.
- Acquired all licenses and permits needed to open.
- Maintain continued general management of all daily operations of the store including, human resourcing, training, scheduling, supervising, managing budgets, inventory control, marketing, merchandising, internal controls and accounting.

2001-2006 MI Super Mercado Milwaukee, WI

Manager/Owner

Comanaged all functions of a full-service grocery store.

- Created a business plan for a grocery store.
- Developed creative financing for reconstruction.

- Acquired all licenses and permits needed to open.
- Increased sales from \$600,000 to \$8,200,000 million over five years.
- Maintained responsibility for the overall daily operations of convenience store
- Supervised, scheduled, hired, trained, promoted, and disciplined personnel.
- Managed budgets, marketing, merchandising, and rotation of inventory stock
- Ensured proper handling of daily receipts, balanced registers, and prepared daily deposits.

1997-2001 Cincinnati Stock Exchange Chicago, IL

Control Room Operations Manager

- Responsible for supervising five employees in their daily tasks.
- Troubleshoot problems involving trade disputes, system problems, and clearing and settlement of trades.
- Liaison between member firms, systems department, and regulatory staff.

1995-1997 Cincinnati Stock Exchange Chicago, IL

Control Room Operations Supervisor

- Responsible for supervising four employees in their daily tasks.
- Created daily reports regarding trade volume and transaction details.
- Ensured smooth flow of trading operations.
- Monitored trading activities and conducted surveillance of regulatory issues.

1993-1995 Cincinnati Stock Exchange Chicago, IL

Control Room Help Desk Operator

- Handled all aspects of customer service including the processing of trades.
- Resolved trade disputes with member firms and other exchanges.
- Evaluated market trends and kept customers apprised of relevant trading activities.

1992-1993 Pershing Securities Chicago, IL

CBOT Trading Floor Phone Clerk

- Assisted broker with incoming customer buy/sell option orders.
- Resolved trade disputes with other brokers and market makers.
- Evaluated market trends and kept pit broker informed of relevant trading activities.

1989-1992 Pershing Securities Chicago, IL

CBOT Trading Floor Order Entry/Runner

- Entered orders from phone clerks to distribute to runners.
- Checked markets for incoming orders to send to brokers.
- Ran orders to brokers in different pits.

Education

Southern Illinois University & DePaul University Chicago, IL

Personal

Bilingual: English and Spanish