

TIMOTHY BALBO

141 N Jackson Apt 317, Milwaukee, WI • 414.238.8128 • TBALBO@wi.rr.com

Exceptional sales driven **General Manager** recognized for consistently exceeding sales, profit and growth. Proven expertise in **team building**. Demonstrated ability to successfully manage **\$14 Million** annual sales. Skillfully execute and drive sales and profit through proficient management skills.

STRENGTHS and ABILITIES

- *Customer & Vendor Relations
- *Mentoring, Training & Employee Development
- *Strategic Goal Planning
- * Problem Analysis and Resolution
- * Facilitate Profitability and Earning Potential
- * New Customer Cultivation

EXPERIENCE

Mickey's Linen, Milwaukee, WI

General Manager

2006 to Present

- Recruit Staff
- Improve Customer Service
- Train Sales Representatives
- Oversee Production
- Complete P&L responsibilities
- Design and implement training programs
- Create Market Plan
- Plan short & long term Promotions.
- Develop Brand awareness
- Drive Growth

When I arrived in Milwaukee the location was unstable and had not produced a profit in four years. We are now stable and trends show we will have double digit profit this year.

Spirit Services, Columbus, Ohio

2004 to 2006

Regional Operations Manager responsible for the operations, growth and profit of four locations, two in Ohio, one each in Florida and West Virginia with sales totaling over \$14,140,000

Model Coverall Service, Grand Rapids, Michigan

2001 to 2004

Directors of Sales directly responsible for rebuilding sales effort to grow market share and route volume. Accomplishing a 14% net Growth in 2004 after 7 straight years of falling sales.

Cintas Corporation, South Bend, Indiana

1992 to 2001

General Manager responsible for South Bend, Warsaw and Goshen Indiana locations for annual projections and long range five-year planning. Recruit, train and positively motivate all production, production management, route sales, route sales management, sales representatives and office employees. Monitor and track weekly profit reports and analyze monthly general ledger and profit and loss statements.

Aramark Services, Fort Wayne, Indiana

1988 to 1992

District Manager

EDUCATION and TRAINING

Indiana University, South Bend, Indiana

- Bachelor of Arts: Business Management

**Cintas General Manager
College**

Meticulous Hiring Seminar

Skill-based Leadership