

Ron Succarotte

Production And Operations Manager

Contact

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Skills

Business start up

Financial Management

Strategic Planning

Staff Management

Operations management

Strong leadership abilities

Public speaking

Marketing and sales expertise

Sales skills

Computer Knowledge

Innovative leader bringing progressive career spanning operations, sales and marketing, business management and distribution in international markets. Excellent business acumen and strategic planning skills to drive profitability and margins year over year. Known for strong leadership and communication skills with ability to build and maintain profitable relationships while exceeding sales and revenue goals. Accomplished Sales Manager offering 30+ years of experience leading development and implementation of superior sales strategy. Proven track record of identifying and creating profitable business opportunities, qualifying authentic prospects and cultivating strong partnerships. Demonstrated expertise in team leadership and development.

Work History

2021-05 -

Current

Construction Field Supervisor

Waterside Pools Inc., Palm Coast, FL

Quality control inspector during construction phases. Communicate with customers and keep them updated on construction progress. Schedule and oversee final phases of construction. Work with city inspectors and building departments to ensure all guidelines and city ordinances are followed. Request inspections and assist customers with the inspection process to close out construction and building permits.

- Verified completed projects met approved time, quality and cost estimates.
- Attended daily on-site meetings with subcontractors and clients.
- Reviewed project details to specify correct materials and equipment for job sites.

1992-06 -

Current

CEO

The American Martial Arts Institute, Bear, DE

- Led operational oversight and budgetary supervision for 1 location.
- Built productive relationships with industry partners and competitors to support strategic business objectives.
- Maintained effective staff and resource utilization rates to balance financial and operational

Software

Microsoft Publisher

Microsoft Excel

Adobe Photoshop

Adobe Premier Pro

obligations.

- Drove implementation of new market expansion to propel business forward and adapt to market changes.
- Taught both core principles and fighting techniques to students of all levels.
- Designed and implemented various fitness instruction classes, including Tae Bo and Cardio Kickboxing classes.
- Motivated clients to achieve their personal fitness goals through developing and modifying routines.
- Informed clients about nutrition, lifestyle issues, and weight control.
- Developed innovative marketing campaigns to increase engagement with target demographic and drive brand exposure
- Created effective strategies to target new markets after researching and analyzing competitor behavior.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.
- Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies.
- Handled all customer relations issues pleasantly, enabling quick resolution and client satisfaction.
- Set, enforced and optimized internal policies to maintain efficiency and responsiveness to demands.
- Stayed current with market trends to determine optimal pricing of goods and services and to capitalize on emerging opportunities.
- Maintained updated knowledge of regulatory changes to adjust business operations accordingly.
- Coached and guided senior managers to improve effectiveness and policy enforcement, resulting in improved employee job satisfaction and higher performance levels

2009-01 -
2014-12

Director of Media, Arts and Technology

Reach Church, Bear, DE

- Boosted customer satisfaction by providing teams with training and skills to optimize service delivery in

alignment with individual needs.

- Developed suggestions for technical process improvements to optimize resources.
- Guided, coached and lead project teams, delegating tasks and evaluating performance and progression of project pace.
- Identified and recruited potential volunteer workers.
- Prepared, coordinated and distributed information about yearly schedule of activities and classes.
- Handled day-to-day running of Media Department, Tech Department and facilitated communication to all church ministries, ensuring high levels of productivity and progression.
- Used Adobe Creative Suite to develop product mockups and prototype designs.
- Developed collateral such as display, marketing and packaging materials to support product branding strategies.
- Built corporate brands by designing cohesive looks between elements such as logos and letterheads.
- Created aesthetically-pleasing advertisements that complemented products.
- Oversaw creative development and filming of different types of video content.
- Liaised between departments to create and execute elements for programming.
- Held weekly production meetings to address progress, relevant concerns and objectives.
- Managed inner-communication of over 25 ministries that included over 1000 members, church staff and ministry leaders.

Education

1985-09 -
1990-06

High School Diploma

Hodgson Vocational Technical High School - Bear, DE

- Graduated Valedictorian for the Class of 1990
- President of the National Honor Society Senior Year
- Class President Freshman, Sophomore and Junior Years
- Majored in Hotel and Restaurant Management

- Graduated with 4.0 GPA in Honors/AP Program

Interests

Chinese Martial Arts

Tai Chi

Yoga

MMA

Ballroom Dancing

Storytelling through video

Audio Production