

Dale Sprinkle
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Management Professional

Operations Logistics Project Manager

Progressive Project Manager Professional with twenty-plus years supply chain experience demonstrating a consistent track record of outstanding growth. Peak performer in all areas of company operations: sales, profit, customer relations, customer service, purchasing, traffic department, collections, quotes, and account receivables. Contractor sales experience in retail, wholesale and working with Multifamily Developers. Effective communicator, leader, and problem solve. Exemplifies the drive to meet and exceed business plans and personal goals.

Areas of Experience

- Execution of Corporate Directives
- Policy Planning & Implementation
- Retail Operations
- Loss Prevention
- Inventory Management
- Shipping & Receiving
- Community Relations
- Sales & Customer Service
- Marketing & Promotions
- Inventory Control
- Quality Control
- Organization & Scheduling

Special Highlights

Offered new products for vendors and increased sales by \$4,000,000 and profits up from 5% to 25%

Established new construction accounts and specialty builders

Mentored other team members through coaching and providing feedback to achieving higher sales and profits in retail, wholesale, and distribution markets.

Traveled internationally to China and Canada while representing the company as a buyer

Conducted mill inspections of lumber and products to ensure that the quality and grade of lumber met specifications

Career History

South Atlantic Lumber Industries, Greensboro, NC 2009

Operations Manager

- Contacted regular and prospective customers to demonstrate products, explain products features and warranty

and solicit orders.

- Used computers to organize and locate inventory, and operate spreadsheet and processing software.
- Answered customers' questions about products, prices, availability, products uses, and credit terms.
- Prepared estimates and bids that met specific customer needs.
- Provided customers with product samples and catalogs.
- Identified prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Arranged and directed the delivery of products.
- Consulted with clients after sales or contract signings to resolve problems and provide ongoing support.
- Conferred with engineers, architects, owners, contractors and subcontractors on changes and adjustments to cost estimates.
- Monitored market conditions, product innovations, and competitors' products, prices, and sales.

Carolina Builders, Greensboro, NC 1991-1993

Service Account Manager

- Customer Management
- Inventory control/Shrinkage
- Customer Service/Loyalty
- Staff Mentoring
- Specialty retail Operations

McCoy Lumber, Greensboro, NC 1987- 1990

Buyer

- Used computers to organize and locate inventory, and operate spreadsheet and word processing.
- Negotiated prices, discount terms and transportation arrangements for merchandize.
- Represented company in negotiating with suppliers.
- Issued purchase orders for supplies
- Helped develop and implemented purchasing and contract procedures.
- Maintained records of goods ordered and received.
- Oversaw multiple corporate inventory sites

Education & Professional Certifications

Associates Degree Global Logistics, GTCC, Greensboro, NC

Certificate, CPR, American Red Cross, Greensboro, NC