

NICHOLAS BEGLEY

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BUSINESS MANAGEMENT

- TEAM BUILDING • CUSTOMER RELATIONSHIPS • FINANCIAL ACCOUNTABILITY

PROFESSIONAL EXPERIENCE

ArcBest – *Current location: Detroit but worked in Cleveland, Youngstown and Cincinnati markets as well. 01/2011-Present*

Titles: District Sales Manager (Current), Service Center Manager, Regional Training Specialist, Account Manager, Operations Supervisor

Served in management and sales roles for a total logistics solutions provider. Currently responsible for building and coaching a sales team for eastern Michigan and northwest Ohio. Build and maintain business relationships for new and existing customer bases. Industries served included manufacturers, distributors and big box retailers.

Key Achievements:

- 2016 Presidents Club Winner

MURPHY OIL- *Fremont, MI & Midland, TX, 01/2009-11/2010*

Titles: Store Manager & District Manager

Served as Store Manager and District Manager for retail gasoline stations of an international oil and exploration company. Responsible for implementing standard operating procedures as determined by home office. Oversaw functions for day-to-day business, specifications for contracted vendor services, customer service, staffing initiatives, and building security. Maintain responsibility for budgeting, sales performance, implementation of monthly marketing initiatives and inventory control. Collaborate with home office personal for best pricing, merchandising, inventory levels, and implementation of monthly plan-o-gram. Tracked data and developed reports for employee review. Handled human resource functions which included recruitment, training, benefits administration, payroll, and turnover reduction.

EDUCATIONAL BACKGROUND

Bachelor of Arts Degree in Economics, AGD 12/2008

THE OHIO STATE UNIVERSITY, Columbus, OH

AMERICAN MANAGEMENT ASSOCIATION

- AMA RECRUITING, INTERVIEWING & SELECTION, JUNE 2010
- AMA DELEGATION, MARCH 2010
- AMA COMMUNICATING WITH DIPLOMACY, TACT & CREDIBILITY, MARCH 2010
- AMA COACHING, OCTOBER 2009
- AMA TIME MANAGEMENT, JUNE 2009
- AMA SUCCESSFULLY MANAGING PEOPLE, APRIL 2009