

TRISTAN WHITE

📍 Queen Creek, Arizona (*Prepared to travel/open to relocation*) ✉ thetristanwhite@gmail.com ☎ (480)299-0978 🌐 [LinkedIn](#)

Former Multi-Location Franchisee (owner operator) with over 10 years of experience in operations, contract management, business development, financial administration, project management, and customer engagement. Proven track record of leading franchise operations, **managing multi-million-dollar budgets**, and **driving revenue growth through process optimization**, contract negotiation, and cross-functional team leadership. Skilled in project lifecycle management, from site selection, permitting, and construction oversight to quality assurance and on-time delivery. History of cultivating strategic partnerships, enhancing brand visibility, and implementing SOPs and performance measurement systems to ensure operational efficiency and regulatory compliance. Capable of scaling company operations and achieving measurable business outcomes with strong analytical, problem-solving, and communication skills. Implemented SOPs, performance measurement systems, and cross-functional teams from inception for operational scalability and continuous improvement.

Work Experience

Senior Construction Manager

Fast Casual Restaurant - Multi-Franchise Nashville Hot Chicken

November 2021 - August 2022, Tempe, AZ

- **Directed full studs-out renovation of a corporate 3,800 SQFT prototype restaurant, completing the project in 83 days while coordinating 12+ subcontractors, 2 architects, city officials, and a landlord to securing the Certificate of Occupancy and Health Department approval.**
- Executed all **change orders, contractor, and vendor contract negotiations**, implementing strict cost controls that kept the \$1.1M project on budget while **reducing material waste by 18% through Lean** techniques and value engineering finishing 23% under budget.
- Built and maintained **strong cross-functional relationships with corporate operations, design team**, and external partners to resolve field issues in real time and ensure the **final build met exact corporate franchise specifications**.
- Created detailed **punch lists and coordinated final walkthroughs with contractors**, landlords, and city officials ensuring timely completion and **delivery of a turnkey restaurant to Franchisee and their Operations team**.

Franchisee – Owner Operator

Fast Casual Restaurant - Multi-Franchise Nashville Hot Chicken

August 2022 - November 2022, Tempe, AZ

- **Generated \$348K in first-month revenue**, surpassed \$189K historical franchise records, and **projected a \$3.15M first-year revenue** by use of traditional marketing avenues, selecting strategic locations, and implementing a comprehensive rollout plan.
- Optimized operational efficiency by 21.2%, increased profit 4% by integrating a company first high-margin alcohol program.
- Enhanced brand visibility by 500% in 90 days through strategic marketing, media engagement, and community outreach initiatives.
- Directed recruitment and team development, scaled staff to 85 and fostered a customer-focused, team-work driven culture.
- Created the company's first Franchisee Playbook, delivering a complete Day 1-to-Grand Opening roadmap that defined brand guidelines alongside detailed buildout and construction standards, ensuring consistent execution, vendor alignment, and accelerated location launches.
- Streamlined onboarding and improved employee readiness by designing and launching the company's first standardized new-hire training program with video-based process guides.

Senior Project Manager & Business Operator

Premier Lifestyle Group – Real Estate Investments

April 2016 - August 2021, Queen Creek, AZ

- Completed 25+ residential/commercial renovations, consistently applying value engineering and aggressive vendor negotiations that increased profit margins by 8%.
- Led **22 multi-site renovations and development projects** across the southwest, managing full project lifecycles with frequent travel, tight schedules, and budget accountability with focus on meticulous punch list completion for final closeout.
- **Instituted formal post-project debriefs and continuous improvement processes** that delivered 12%+ cost savings, faster turnaround times, and higher-quality outcomes on subsequent projects.
- Developed **procurement, change management, and scheduling systems** that improved team efficiency by 17% and enhanced cross-department alignment.

Senior Project Manager & Business Operator

Arizona Premier Backyard – Commercial and Residential Hardscaping

October 2020 - November 2021, Queen Creek, AZ

- Built and led 10-person field team while implementing communication protocols and Procore workflows, achieving 100% team retention and delivering \$496K in first-year revenue at 39.2% margin.
- Managed **simultaneous projects across multiple sites, optimizing subcontractor scheduling** and vendor coordination that increased installation efficiency by 38%.
- **Implemented the use of Procore** to cut schedule overruns by 23% and a 25% improvement in **project management efficiency**.
- **Led three teams of Spanish-speaking installers** by implementing technology solutions to overcome language barriers, resulting in efficient operations and successful project execution.

Senior Remodel Team Member & Home Theater

Best Buy

May 2004 – May 2009, California

- Coordinated and **performed full-store remodels, including demolition, layout reconfiguration, fixture installation, electrical and lighting upgrades, signage deployment, and final merchandising setups while maintaining strict adherence to corporate blueprints and timelines.**
- Adapted quickly to shifting project scopes, resolved on-the-ground challenges, and maintained **high-quality standards across multiple simultaneous store locations in the region.**
- Collaborated with cross-functional teams of 10–25 technicians, vendors, and store management to complete projects on schedule, often **finishing ahead of aggressive deadlines with zero safety incidents often while store was occupied.**

Global Business Development Internship - Remote

Coral Communication

March 2025 - May 2025, Johannesburg, South Africa

- Expanded the company's partner network in North America by collaborating with high-impact businesses expanding globally, driving **high-value client meetings with executives across America.**
- **Prepared and presented presentations** for prospective international partners, **collaborating with cross-functional teams** to align messaging with evolving market opportunities and trends.

Entrepreneurial Transportation Executive - Independent Contractor

Self-Employed

January 2019 - Present, Tampa, FL / Phoenix, AZ

- Managed end-to-end P&L Metrics including revenue optimization, expense control, and tracking (through actionable reporting), tax compliance, and profit maximization, consistently generating 22% above industry average net margins through pricing awareness and cost discipline.
- Reduce average delivery times by 14% by optimizing real-time logistics and resource allocation using advanced GPS, demand-forecasting algorithms, and traffic analytics.

EDUCATION

Bachelor of Science in Global Management (Business)

Arizona State University - Thunderbird School of Global Management • Phoenix, AZ • 2025 • **3.76 GPA**

- **Magna Cum Laude • Completed full degree in 2 years**

CERTIFICATIONS

Lean Six Sigma Green Belt | Osha 30 | Procore Certified: Superintendent | Procore Certified: Engineer | Foundations of Project Management | Project Initiation: Starting a Successful Project | Project Planning: Putting it All Together | Project Execution: Running the Project | Agile Project Management |

SKILLS

- Leadership & Stakeholder Management – Team leadership, contractor & vendor negotiation/management
- Metric-Driven Leader – Performance metrics, KPI monitoring, Market expansion, Investments, Tableau
- Advanced Verbal, Presentation & Written Communication – Executive-level presentations, negotiations, stakeholder reporting
- Construction Document & Site Plan Review – Blueprints, specifications, contracts, and change orders
- Building Development & Engineering – Site development, prototype compliance, value engineering, quality control
- Project Scheduling & Time Management – Multi-project oversight, critical path scheduling, milestone tracking
- Cost Control & Financial Management – Budget management, change order negotiation, cost estimating, procurement
- Regulatory & Permitting – City officials' coordination, permitting, Certificate of Occupancy, code compliance, inspections
- Software & Tools – Procore certified (2 levels), Microsoft Office (Excel, Word, PowerPoint), scheduling software