

TONY R. WOLF

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YouTube Music [youtube.com/channel/UCFEp4S96J9ZUZWmek8aWMvw](https://www.youtube.com/channel/UCFEp4S96J9ZUZWmek8aWMvw)

Apple Music music.apple.com/us/artist/supertony/1821338558

PROFESSIONAL SUMMARY

Eagle Award-winning executive with 15+ years of expertise in leadership, business development, and process optimization. Proven track record of transforming underperforming operations into industry leaders through strategic management and team building. Published author of five books on business leadership and personal development. For the past year, focused on publishing written works, producing original music, and delivering motivational speaking engagements while maintaining strategic business advisory roles. Now seeking to leverage this multifaceted experience and consistent history of driving organizational success to help companies achieve breakthrough performance.

CORE COMPETENCIES

- Strategic Leadership & Vision
- Process Redesign & Optimization
- Team Building & Development
- Change Management
- Business Development & Growth
- Public Speaking & Presentation
- Content Creation & Publishing
- Motivational Speaking

PROFESSIONAL EXPERIENCE

EZ Lawn Synthetic Turf LLC, Tampa, FL

Board of Directors | April 2024 - Present

- Provide strategic guidance for company growth and market expansion
- Contribute expertise in lawn care industry to product development and service offerings
- Collaborate with executive team on business development initiatives

Independent Content Creator & Speaker

Author, Musician & Motivational Speaker | April 2024 - Present

- Published multiple books on business leadership, personal development, and metaphysical topics
- Produced and released original music compositions through all major music streaming platforms
- Delivered impactful motivational speeches and presentations to diverse audiences
- Developed and refined content creation processes while maintaining professional business advisory roles

TruGreen, Tampa, FL

Branch Sales Manager | October 2023 - April 2024

- Led sales operations in Tampa market as part of executive development track
- Implemented strategic initiatives to drive revenue growth and market penetration
- Developed and mentored sales team to exceed performance targets
- Cross-trained for multi-market general management role
- Transitioned from role following motorcycle accident in April 2024

TruGreen, The Villages, FL

Senior Service Manager | November 2020 - October 2023

- Promoted after Eagle Award-winning performance to elevate service operations in key Florida market
- Managed comprehensive service and production operations for The Villages market
- Directed recruiting, onboarding, training, and coaching for service team

- Handled escalations for both consumer and commercial customers
- Implemented strategic process improvements to enhance operational efficiency

TruGreen, Nashville, TN

Service Manager | February 2018 - October 2020

- Transformed underperforming service department in company's 3rd largest market
- Earned prestigious 2019 Eagle Award (Service Manager Team of the Year)
- Selected as 2019 President's Club Winner and Eagle Award Speaker
- Improved service rate from mid-80% to 95.51% (4th best company-wide)
- Increased In-Branch Time to 84.74% (2nd best in region)
- Achieved highest Year-over-Year retention improvement in the region (2019)
- Led service team to exceed Truck Sales budget by 16.5% (290 vs 249)
- Reduced Over Allowed Hours from mid-1.5's to 0.93
- Managed team of 77 direct and 110+ indirect reports

Assistant Service Manager | April 2017 - February 2018

- Learned service management operations and best practices
- Supported department leadership in daily operations

Senior Service Specialist | October 2015 - April 2017

- Specialized in horticulture care for trees and shrubs
- Generated new business through consultative sales approach
- Promoted to supervisor role after demonstrating leadership potential

TruGreen, Dayton, OH

Horticulture Specialist | October 2014 - October 2015

- Provided specialized care for trees and shrubs using advanced treatment methods
- Performed pesticide treatments including Cambian injections (ArborJet)
- Leveraged sales expertise to expand customer base and increase service upgrades

Field Sales Supervisor | February 2009 - October 2014

- Built and coached high-performing sales team that consistently exceeded targets

- Implemented strategic sales initiatives to drive market growth
- Developed training programs to enhance team performance

MB Link Refinishing, Bellbrook, OH

Sales Manager | June 2011 - January 2014

- Led sales team to consistent revenue growth
- Developed and implemented strategic sales initiatives
- Created customer relationship strategies that increased repeat business

US Bank, Oakwood, OH

Personal Banker | September 2007 - January 2009

- Ranked as top performer for southern Ohio market throughout employment
- Doubled accounts housed at branch within first year
- Managed customer service issues and new account acquisition

JoS. A. Bank, Kettering, OH

Store Manager | March 2005 - January 2008

- Helped manage successful retail sales team
- Developed expertise in retail management operations

ENTREPRENEURIAL VENTURES

A Process Redesigned, Clarksville, TN - Ocala, FL

President & Founder | February 2018 - October 2023

- Founded business process consultation firm focused on productivity enhancement
- Developed methodologies to analyze and redesign operational processes
- Helped clients achieve significant profitability improvements through process optimization

Tenn Buck Marketing, Clarksville, TN

Co-Owner | October 2015 - October 2020

- Co-founded marketing company building on previous entrepreneurial success
- Developed marketing strategies for small to medium-sized businesses

- Maintained operations as supplemental business venture

PUBLISHED WORKS

- Becoming A. Wolf: Memoir weaving Cherokee heritage with modern entrepreneurship (Published)
- A. Wolf in Sheep's Clothing: Guide to authentic adaptation across professional environments (May 2025)
- The Power Within: Manifesting Your Dreams: Exploration of the Law of Attraction and positive mindset (Published)
- The Journey to Authentic Confidence: Guide to building lasting self-worth and self-esteem (Published)
- Exploring the Nature of Reality: Comprehensive journey through metaphysical inquiry (Published)

EDUCATION & CERTIFICATIONS

- Business & Psychology Studies, Sinclair Community College, Dayton, OH (2012-2014)
- General Studies & Visual Arts, Colonel White High School, Dayton, OH (2000-2004)
- Horticulture, Lawn & Turf Certification, TN Department of Agriculture (2015-2019)
- GI-Best Management Practices Certification, University of Florida (2020-2023)

ACHIEVEMENTS & RECOGNITION

- TruGreen Eagle Award Winner (2019)
- TruGreen President's Club Winner (2019, 2020)
- Multiple Associate of the Month and Associate of the Year Awards