

Cameron N. Guglielmo, MBA

Linkedin.com/In/GuglielmoCameron • Guglielmoc@gmx.com • 518-683-0240

Education

University of Phoenix	March 2022
Master of Business Administration	
Executive Management and Organizational Development	
Phoenix, Arizona	
The State University of New York at Oswego	December 2018
Bachelor of Science	
Operations Management, Information Systems, and Management Science	
Oswego, New York	

Work Experience

<u>Swift Transportation of Arizona</u>	February 2022 – Current
<u>Grocery Logistics Supervisor – Walmart – Johnstown, NY</u>	October 2022 – Current
Develop and promote a high-class culture of safety and performance for company and owner-operator drivers within the fleet. Work with planners and office teams to uphold hometime, maximize earnings, and educate drivers on the importance of their impact on our business. Analyze and explain metrics to office teams and drivers in a way that is concise and easy to understand in efforts to grow awareness around the total business while keeping in on individual development.	
<u>Driver Manager II – Glens Falls, NY</u>	February 2022 – October 2022
Lead a fleet of up to 25 drivers on a dedicated account located on-site at a customer location. Successfully shift team focus toward safety and on-time delivery reducing infractions and increasing customer satisfaction. Work closely with the On-Site Leader to strategically schedule loads for the maximization of profit and miles driven while building rapport and actively recruiting new drivers off-site with recruiting events and activities. Train and orient new drivers on the account while reducing unnecessarily inflated fuel costs through route line optimization efforts.	
<u>Staples US Retail</u>	August 2012 – February 2022
<u>General Manager Designate</u>	
Successfully operated five mid-volume retail locations, ranging from \$2-\$7 million in annual gross sales, with a focus on operational recovery. Almost exclusively assigned to jeopardized locations with the intent of increasing sales, metrics, and operational activities in order to justify resigning a building lease. With team efforts, each location represented itself in the top 10% of stores in their respective region with recognition in the top overall metric and sales increase year-over-year and with an average decrease in shrink of 15%.	
District captain of special projects and initiatives which included incentive programs for store teams, expense reduction efforts, and safety around the store locations. Aided in numerous store inventory preparations and headed the pilot for operational restructure and reduction for retail stores. Constructed and implemented a program to allow for part-time associates to act as managers-on-duty during the COVID-19 Pandemic to account for lower payroll allowances and uncertain staffing levels.	

Skills

Microsoft Office Certification · Account Management (CRM Software) · Coaching and Leadership · Reversing Declining Retail Sales · Operations, Inventory, and Fleet Management · Shrink Tracking and Control · Profit and Loss Statements