

Patrick McBride

paddymcbride@gmail.com
<https://www.linkedin.com/in/patrickryanmcbride/>
Denver, CO, 80111, US • (804)405-5876

Director of Operations

Accomplished and growth-focused professional with extensive experience in operational efficiency, financial performance, and driving sales.

A results-driven operations specialist with a profound grasp of market dynamics, customer requirements, and competitor movements, adeptly crafting impactful sales strategies to venture into unexplored markets. Proven track record of surpassing financial and operational goals, coupled with an expert ability to magnify the client base and drive profitability to its pinnacle. Skillful at translating organizational visions and consumer insights into actionable business blueprints, elevating ROI, and fostering brand resonance within target demographics. Proficient leader skilled at guiding teams toward ambitious business objectives, nurturing a goal-centric atmosphere, and upholding rigorous adherence to company benchmarks.

Areas of Expertise

- Strategic Planning & Analysis
- Team Building & Leadership
- Business Development
- Financial and Operational Excellence
- Process Improvement
- Regulatory Compliance
- Employee Engagement
- Client Satisfaction
- Operations Management
- Staff Training & Development
- Cross-Functional Collaboration
- Data-Driven Decision Making

Career Experience

Mosaic, Richmond, VA

2008 – 2023

Director of Operations – Hospitality group specializing in restaurants, catering, and event production with multistate locations.

Deliver leadership and direction to improve strategic planning, operational efficiency, sales, and revenue growth. Direct cross-functional teams of managers and staff members with a focus on streamlining end-to-end operations and boosting sales across mutable regions. Conduct market research and analysis to identify potential customers, competitive trends, and growth opportunities. Build and maintain collaborative relationships with customers, staff, and senior management. Evaluate sales performance metrics, analyze data, and prepare reports to assess operational strategies' effectiveness and identify improvement areas.

- Accomplished all significant challenges associated that emerged during the global pandemic by developing and implementing practical business plans, resulting in exceeding revenue plans mid-Covid.
- Brought about substantial operational and P&L improvements by reworking policies and enhancing enforcement.
- Valued as operations/ sales key contributor to the business growth by generating over 20% in revenue and surpassing revenue targets for over 15 years.
- Established a stable and engaged workforce by improving employee satisfaction and reducing turnover by up to 200% through customized coaching, leadership, and teamwork environment.
- Developed both short and long-term strategies in partnership with the senior leadership team. Provided the necessary leadership for the successful development, implementation, and execution of strategies, achieving measurable outcomes while maintaining established deadlines and budgets.
- Championed a complete overhaul of business operations for a newly created line of business which eliminated redundancies, created efficiencies, and maximized continuity across business units.
- Planned, managed, and executed strategic initiatives, such as targeted selection, leadership development programs, advanced leadership development, and situational leadership development.

Additional experience as **Sales and Production Manager** at Mosaic

Education

Bachelor of Science (BS), Virginia Commonwealth University, Richmond, VA, US