

# Jeffrey Wright, MBA

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## Summary

Superpower ability to organize, see the big picture, then execute, creating pathways to achieve goals. Deep expertise in integrating the functions of people, processes, systems, priorities, and the strategy of the company. Master in follow-through with the unique ability to execute the vision of the company and help team members stick to this vision. Strengths in holding and identifying accountability throughout the organization, removing obstacles and barriers to allow team to execute the vision. Focus and resolution for continuous improvement. Quantifiable track record of dramatic EBITDA improvement. Spanish as a Second Language.

Within one-year increased EBITDA by 445% at A&G Companies.

Increased EBITDA at Tiendas Tropicales by 225% followed by a steady EBITDA growth of 8-10% year after year.

Recognized and awarded repeatedly by leading industry publications and CEO for exemplary performance and contributions at Pedersen Worldwide

Within one-year, nearly doubled retail sales at Clyde Companies and improved EBITDA by more than \$600,000.

## Experience

### **CEO/Integrator**

#### Premier Law Group

Nov 2021 - Present (11 months +)

Integrator and CEO. Charged with 3X growth of the Firm through EOS implementation throughout the company, involving the integration of people, processes, systems, priorities, and the strategy of the company. Utilizing my unique-ability to follow-through along with my creative problem solving ability, focusing on removing obstacles and barriers to allow team members to carry out the vision of the company. Holding team members accountable for results, through effective Leadership. Responsible for overall company P&L's and execution of company vision.

### **COO/Integrator**

#### Tiendas Tropicales SA de CV

Sep 2012 - Nov 2021 (9 years 3 months)

Integrator. Focus on EOS implementation, involving the integration of people, processes, systems, priorities, and the strategy of the company. A unique-ability to follow-through with a focus on removing obstacles and barriers to allow team members to carry out the vision of the company. Holding team members accountable to results, through effective Leadership. Responsible for company P&L's and execution of company vision throughout 43 physical brick-and-mortar retail locations located in four countries (Mexico, Belize, Turks and Caicos Islands, and Honduras.)

1. Tiendas Tropicales and A&G Companies . Developing the following brands - Los Cinco Soles retail stores ([www.loscincosoles.com](http://www.loscincosoles.com)) premier award winning retail concept with stores strategically placed

in Cancun, Merida, and Cozumel, Mexico Airports and selected locations across Cozumel, Mexico. Ron Jon Surf Shops, ([www.ronjonsurfshop.com](http://www.ronjonsurfshop.com)) located in Turks and Caicos Islands and Cozumel Mexico. Pirana Joe Official Store, ([www.pirana-joe.com](http://www.pirana-joe.com)) located across the Caribbean and Mexico. Island Outfitters, located in Roatan, Honduras., Belize, Turks and Caicos Islands, and Mexico.



## **Area Manager**

### **Sunpro Corporation**

Jul 2005 - Oct 2012 (7 years 4 months)

CLYDE COMPANIES, Orem, UT; 2005 – 2012

Provides construction products and services to clients in retail hardware, residential and commercial building materials. Revenues of \$600 million and market leader across numerous business segments.

#### **Area Manager (2008 – 2012)**

Full accountability for all aspects of \$13 million dollar budget in the finish and millwork segments.

Perform Strategic Analysis and planning to identify market opportunities pertinent to internal resources and strengths, business development, P&L management, expense control, budgeting, asset management, supply chain management, and employee development and motivation. Nine direct reports comprised of production managers and outside sales team as well as 20+ dotted line reports.

- Reversed EBIT from negative \$425,000 in FY 2010 to positive EBIT in FY 2011 through successful turnaround initiatives focused on sales management, pricing controls, employee development and motivation, expense control, inventory management, and strategic analysis and implementation.
- Launched start-up operation of Salt Lake Millwork facility, accelerating sales from zero to \$2 million dollars within first year of operation. Conceived and implemented value chain, including development of strategic relationships with suppliers, coordinating operations, creating and establishing logistics, recruitment, and managing sales and service teams. Contribute to marketing and strategic plans.
- Directed acquisition of rival competitor. Consolidated manufacturing equipment from both ahead of schedule by 30%. Designed and coordinated installation of cost-effective racking systems expediting inventory management and delivery while seamlessly transitioning leadership with employee forces.



## **General Manager**

### **Clyde Companies, Inc.**

Jul 2005 - Aug 2008 (3 years 2 months)

General Manager, Retail Division (2005 – 2008)

Charged with profitably managing \$6 million dollar sales budget and 50+ exempt and non-exempt employees. Responsible for business development, P&L management, expense control, asset and supply chain management, as well as employee development and motivation. Managed merchandising and quality customer service levels.

- Drove retail sales from \$4.5 million in 2005 to \$7.1 million in FY 2007.
- Augmented division EBIT by 40% within two-years.
- Decreased inventory shrink from 2% of sales to less than .25% of sales across retail and millwork operations.



## **General Manager**

### **Del Sol**

Aug 2003 - Feb 2005 (1 year 7 months)

PEDERSEN WORLDWIDE, Sandy, UT; 2003 – 2005

The largest Caribbean retailer and parent company for Del Sol, a retail brand specializing in color-changing clothing and accessories, and Cariloha, a retail brand centered on bamboo-based products. International footprint, overseeing operations of more than 140 free-standing retail stores in 25 countries and growing.

General Manager, Eastern Mexico Region (2003 – 2005)

General Management and Legal Representative for retail operations in Eastern Mexico Region.

Responsible for recruitment, training, and team motivation for bilingual cross-cultural 20-member employee force and controlling \$3 million sales budget, P&L, brokerage relations, and customer service/experience. Project Manager liaison between corporate headquarters and local contractors.

- Sparked \$80,00 gain in EBIT in FY 2004 reversing \$200,00 loss in 2003. Increased company average-dollar-per-transaction from \$40 in 2003 to \$45 in 2004.
- Developed and recruited cross-cultural sales and marketing team in Eastern Mexico, with 100% retention rate for 12 months.
- Devised employee incentive program, adopted and implemented across all 65 international locations.
- Opened additional stores in Eastern Mexico region. Assisted in contract negotiations, coordination of international logistics, and store build out.

Awards and recognitions for Pedersen Worldwide:

2011 – 2010: Best of State Award – Del Sol (Best of State Medals and Statue)

2011 – 2008: Inc. Magazine (Top 500 / 5000 Fastest Growing U.S. Companies)

2011 – 2007: Utah Business Magazine (Top 100 Private Companies)

2007 – Jeff Pedersen, CEO (Ernst & Young Entrepreneur of the Year)

## Education



**Westminster College**

MBA, Entrepreneurship, International Business

2009 - 2012



**Utah Valley University**

Bachelor of Science Degree, Business Management

1997 - 2000

## Skills

- Strategic Partnerships
- Employee Training
- Business Strategy
- Cross-functional Team Leadership
- Change Management
- Training
- Executive Management
- SOP Development
- Process Improvement
- Customer Service