

# James Gilbert

Whitestown, IN – [JJJCubs@yahoo.com](mailto:JJJCubs@yahoo.com) – 765-430-1721

## **Management Professional – Strategic Planner – Bilingual – Integrity Based**

I am a creative strategist who likes to develop organized plans. If it needs done, I will do it or make sure it gets done. I am a global business owner with more than 15 years in the meat industry. I have managed sales, procurement, logistics and operations. I am extremely ambitious and have achieved advancements at every place of employment. I am a PNL manager and growth organizer. I have developed and executed export market growth strategies with great success. I demonstrate time management proficiencies and ability to multi-task. I am fluent in Spanish and proficient in Microsoft programs. I have a comprehensive understanding on utilizing strengths for bottom line success, without sacrificing my reputation and integrity.

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### **2017- current    3D Corporate Solutions    Business Development – Head of Trading**

- PNL Ownership of Trading group - Ingredients and commodities purchasing and/ or sales
- Manage Export Business, sales and logistics
- Board Advertising Chair for Poultry, Protein and Fat Council (US Poultry and Ag)

### **2019- current    Integrity Consulting Services LLC    Owner**

- Export focused commodity trading company, with consulting and procurement services
- Trading 2M+ lbs of beef, pork and chicken annually
- Utilizing relationships and experience, created a processing/packaging channel for small businesses

### **2014- 2017    Frozen Food Trading Company    Owner**

- Created an export focused commodity trading company, with emphasis on Latin America
- Grew business from \$1M to more than \$15M revenue annually in 3 years
- Managed all aspects of operations, finances and human resources – multi-national employee group

### **2012- 2014    Tai Yang International Holdings    Director of US Operations**

- Prospected, planned and opened a USA procurement division w/ multiple offices/employees
- Created and managed SOP's for Logistics, Accounting, Procurement, Export
- Negotiated and Managed supplier and vendor contracts in excess of \$50M annually
- Directed 3PL logistic processes directly with transportation vendors

### **2006- 2012    Indiana Packers Corporation    Export Sales Manager**

- Managed all facets of export sales operations including currency exchange and logistics
  - Exceeded historical highs in export revenue (\$275M) in 2011
  - Analyzed global trends and championed market growth strategies
  - Tripled export exposure from 15 countries in 2009 to 45 countries in 2012
  - Collaborated with operation's team in export product development / innovation
  - Conducted Interviews and orientations in both English and Spanish while in HR Dept.
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## **Education and Skills**

- Bachelor's – BGS - Kelley school of Business (IUPUI), Herron school of Art
- Trilingual – Fluent in Spanish, partial knowledge of Japanese
- Microsoft Excel, Word, Power Point Proficient
- Complete PNL knowledge