

WALTER POMP

PROFESSIONAL SUMMARY

Accomplished Sales/Operational Director offering years of experience developing and maximizing margins and sales. Diligent in building and retaining accounts by providing support and attentive service. Expertise in marketing strategies, product promotion and merchandising to achieve market penetration. Successful record of expanding network connections through persuasive brand imaging.

WORK HISTORY

Sales Director, Business Development, 11/2020 - Current
Maxwell Foods, Atlanta, GA

- Created innovative sales strategies through monitoring and evaluating market trends and competitive offerings.
- Developed key partnerships with industry-leading organizations to strengthen professional network and expand future business opportunities.
- Responsible for the Maxwell Foods retail products (private label and under our 'Fuel by Nature brand) in expanding our reach in North America. We are working with the biggest global/North American retailers like Aldi, Lidl, Walmart, Loblaws, Kroger, Costco etc...); and managing an Amazon brand store.

Director of Operations, 05/2019 - 11/2020
Leman Cake Decorations, Pattaya, Thailand

- Defined, implemented and revised operational policies and guidelines.
- Oversaw day-to-day production activities in accordance with business objectives; responsible for 300 FTE.
- Analyzed technology, resource needs and market demand to plan and assess feasibility of company projects.
- Kept up-to-date with industry trends and identified areas of opportunity to drive improvements.
- Creating and implementing a new production planning tool to increase clarity and set production targets
- Creating and implementing a production efficiency strategy by finding the proper mix between handmade and machine



Atlanta, GA 30338



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SKILLS

- Operating Procedures and Policies
- Business/product development
- Decision Making
- Languages: fluent in English/German and basic in Spanish)
- Profitability Assessments
- Customer Trend Analysis
- Staff Training and Development
- Inventory Planning and Management
- Account Acquisition

involvement. With no investments made I have been able to increase efficiency with 25%

- Creating and implementing a new purchasing and logistical strategy to decrease costs and have more supplier involvement in our projects
- Creating and implementing a new forecasting tool for our sales department to increase communication and efficiency with and in production
- Creating and implementing a new warehouse inventory strategy. All our inventory is now allocated in set locations and with the new procedures in place we can track and trace the inventory through the supply chain.

Director of Purchasing, 12/2016 - 05/2019

Dobla USA, Atlanta, GA

- Adjusted procedures as needed to maximize department effectiveness.
- Improved inspection policies to increase quality of raw materials and finished goods.
- Implemented policies to reduce cost and eliminate waste.
- Worked with clients to resolve claim issues quickly and efficiently.
- Responsible for overall purchasing budget of more than 30mIn USD annually
- Manage all supplier inventory levels, ensuring stocking and re-stocking activities for production
- Work together with production to increase efficiency; resulting into higher margins
- Assist in the process to assure accurate and timely submission of the cost prices and margins
- Create and implement internal pricing tools and models

Project Manager, 05/2014 - 12/2016

Dobla USA, Atlanta, GA

- Reined in project costs while meeting key milestones.
- Updated operational methods, oversaw accounting procedures, tracked information and compiled data to improve efficiency.
- Developed and initiated projects, managed costs, and monitored performance.
- Fostered relationships with vendors to promote positive working relationships.
- Project lead on building and opening of a state of the art Chocolate

innovation center.

- Developed stage gate R&D processes and procedures; roll out global implementation in Asia, USA and Europe.
- Managing projects for the biggest retailers/manufacturing companies in the chocolate/bakery business

Customer Service Manager, 12/2010 - 05/2014

Dobla, Heerhugowaard, The Netherlands

- Supervised employees (7 FTE) and assessed performances to determine training needs and define accurate plans for decreasing process lags.
- Introduced higher standards for customer service and increased efficiency by streamlining operations.
- Designed and implemented strategic business plans to achieve growth and sales goals while managing sales support team and building long-lasting customer relationships.
- Create an atmosphere where the sales support department pro-actively up sells to complete full pallets, truckloads or containers.
- Key User/Implementor of the SAP ERP system. Part of the team that won gold medal for the best implementation in EMEA area.
- In this role I also assisted the CEO with our North American clients and have extensive contacts with Walmart, Kroger, Costco, Disney, Cold Stone, Dunkin brands etc...

Sales Support Specialist Export, 10/2009 - 12/2010

Dobla, Heerhugowaard, The Netherlands

- Developed working knowledge of SAP ERP/CRM to effectively track sales leads and activities.
- Learned and frequently used multiple sales systems to investigate, track and correct customers' issues.
- Supported our sales team by preparing proposals and benchmarking reports.
- Being the liaison between sales and operations

EDUCATION

Bachelor of Economics, International Business Management,

07/2009

University of InHolland - The Netherlands