

# David W. Cornelison

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## QUALIFICATIONS

- More than nineteen years of experience in drink distribution and sales
- Well organized
- Forward thinker with the best interest of the company always as a top priority
- Work well with people of all types
- Creative problem solver
- Ability to work in a team setting or work alone
- Customer relations is utmost importance
- Meet commitments in a timely manner and meeting deadlines is utmost important

## EXPERIENCE

### BUSINESS SERVICES REPRESENTATIVE

2020-2020

*Foothills Radio Group*

*Lenoir, NC*

- Sold radio advertising to new customers
- Created ads for the commercials to be heard on the radio
- Served the customers to ensure their happiness with their advertising

### OPERATIONS MANAGER

2018-Present

### WAREHOUSE MANAGER

2016-2018

### ROUTE SALES/MERCHANDISER

2000-2016

*Piedmont Cheerwine*

*Colfax, Raeford, and Fletcher, NC*

### OPERATIONS MANAGER DUTIES

- Manage all day-to-day activities in the Fletcher warehouse
- Take inventory of all products monthly
  - Inventory had a 90% improvement in hitting goals
- Order products for the warehouse that ensures availability to all customers
- Work on maintaining a fleet of vehicles that includes seven delivery trucks and fifteen smaller trucks and cars
- Maintain all maintenance and cleanliness of the entire property
- Hire and train new employees to most effectively and efficiently build and load trucks daily
- Available to merchandise, sale, or deliver as schedules require
- Set up warehouse to provide maximum proficiency when loading products

### WAREHOUSE MANAGER DUTIES

- Manage all day-to-day activities in the Raeford warehouse
- Take inventory of all products monthly
  - Inventory has had a 90% improvement in hitting goals since March of 2016
- Order products for the warehouse that ensures availability to all customers
- Count money and submit paperwork daily
- Make daily visits to the post office and bank
- Ensure returned products are repacked and put back into inventory when dates permit
- Work on maintaining a fleet of vehicles that includes seven delivery trucks and fifteen smaller trucks and cars
- Maintain all maintenance and cleanliness of the entire property
- Hire and train new employees to most effectively and efficiently build and load trucks daily
- Available to merchandise, sale, or deliver as schedules require
- Set up warehouse to provide maximum proficiency when loading products
- Worked in other warehouses to assist as needed

- Set up and trained the Kinston, NC warehouse crew
- Worked to assist the staff in Asheville, NC warehouse

#### **ROUTE SALES/MERCHANDISER DUTIES**

- Drive truck to deliver products to customers
- Take orders, collect payments, and stock merchandise to shelves
- Work with customers to set up displays to increase sales
- Ensure that products are continually rotated to have the least amount of returns
- Manage customer relations and respond to their needs

#### **GENERAL MANAGER**

**1999-2000**

*Cook Out*

*High Point and Greensboro, NC*

- Managed and responsible for all day-to-day activities of the restaurant
- Hired and trained new employees to most effectively and efficiently serve customers
- Motivate and encourage all employees to give the best efforts
- Ran inventory control to provide maximum profits for the company
- Created and implemented staff schedules
- Maintained all maintenance and cleanliness of the entire property
- Control expenses to increase net profits

#### **GENERAL MANAGER**

**1995-1999**

*McDonald's*

*Asheboro, NC*

- Managed and responsible for all day-to-day activities of the restaurant
- Hired and trained new employees to most effectively and efficiently serve customers
- Motivate and encourage all employees to give the best efforts
- Ran inventory control to provide maximum profits for the company
- Created and implemented staff schedules
- Maintained all maintenance and cleanliness of the entire property
- Control expenses to increase net profits

#### **EDUCATION**

##### **ASHEBORO HIGH SCHOOL**

**Asheboro, NC**

*Graduated in 1989*

##### **HAMBURGER UNIVERSITY**

**Oak Brook, IL**

*Graduated in 1998*

#### **CERTIFICATIONS**

- Class A CDL License
- Forklift Certified

#### **COMMUNITY ACTIVITIES**

- Volunteer for the Burke County Chamber of Commerce 2018-present
- Volunteer for the Laurinburg/Scotland County Area Chamber of Commerce 2012-2015
- Member of AMBUCS 1996-2012
- Volunteer for The Salvation Army Boys & Girls Club 2007-2012
  - Kruisin' for the Kids Auto Show Committee 2008-2012
  - Volunteer Driver 2007-2012
- Volunteer for the High Point Chamber of Commerce 1996-2007
- Volunteer for the Bush Hill Festival 2008-2012
- Member of First Baptist Church of Archdale 2000-present
  - Served as Deacon 2011-2012
  - Nursery Worker 2003-2012
- Volunteer for the YWCA of High Point 2000-2012