

GERALD T. GLOYER
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Objective

To find a position where I can use my “Hands On” management style to lead and direct a district to new standards. I would also like to be able to hire and train staff per company policy, and exceed the customer’s expectations.

Profile

- More than twenty years of hiring and developing award winning teams
- Three years as District Manager in self storage industry
- Three years as District Manager in the footwear industry
- Two years multi-unit supervision as Facility Manager
- Conceptual talent for seeing “the big picture”, pinpointing organizational objectives and setting goals with priorities to achieve
- Exceptional talent for identifying and implementing changes in ineffective policies and procedures
- Expertise in a wide range of management functions, including Labor Cost Control, Customer Service, Inventory Control, Accounting, Employee Management and Store Design/Location
- Proven ability to increase revenue, penetrate new markets and contribute to greater bottom-line profitability

EMPLOYMENT HISTORY

Business Consultant

Self Employed

2008- Present

I am working with a “green” company start up. I am writing a business plan, and searching for financing sources. This project will end up with a marketing plan and the hiring of initial employees.

District Manager

Simply Self Storage

2006-2008

Responsible for 13 self storage properties. Financial and operational audits were performed. All company policies were reviewed to ensure compliance. Responsible for hiring and training management and hourly employees, rental of units, sales of merchandise and insurance, and the reduction of labor costs.

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Gerald T Gloyer

Business Consultant

Self Employed

2005-2006

Responsible for operational audits performed on small to medium sized retail businesses. Operational shortcomings are identified, solutions presented and corrections are made in just 8 weeks. Projects entail long-term involvement and nationwide travel. I wrote training manuals for management and hourly employees.

District Manager

Self Storage 1

2004-2005

Responsible for operation of climate controlled facilities in the Chicago district. Accountable for, training and developing personnel, increasing rental occupancy, designing and implementing marketing plan, budget development, and reduction of labor costs. Implemented weekly P&L reviews.

Facility Manager

MPEA

2000-2004

Responsible for the operation of four parking facilities at McCormick Place, supervising over 100 union employees in five departments including security and maintenance. I served as liaison between traffic department and local unions. I implemented a superior customer service program and acted as Project Manager for the new Mc4 west expansion. I was also a liaison between the traffic department and Mayor Daley's Office of Special Events, and Chicago's DOA. I performed financial and operational audits, and was responsible for a budget of \$12.5 million. I am a Certified Parking Facility Manager.

District Manager

Father and Son Shoes

1994-2000

Responsible for the Chicago district of ten full service footwear specialty stores. As store manager, I substantially increased sales volume, hired and promoted 4 employees to the management training program, which led to Manager of the Year Award and promotion to District Manager. I was responsible for hiring and training both management and part time employees. Responsible for merchandising, buying future dated merchandise, inventory control, and labor cost reduction. I performed operational and financial audits. I also received District Manager of the Year Award.

EDUCATION

University of Wisconsin, BS in Business Administration