

KEVIN FONSECA

209-327-2475 | Kfon2525@yahoo.com | Lodi, Ca.

Business Management and Operations Professional

PROFESSIONAL SUMMARY

Business-driven, motivated individual with professional management, customer service and operational oversight skills, coupled with more than 10 years of wide-ranging experience. Dedicated to continuous improvement projects, highly determined, creative problem solver, who enjoys new challenges and excels at thought-provoking tasks. A proactive, resourceful leader seeking a challenging and rewarding opportunity within a progressive organization.

PROFESSIONAL SKILLS

- * Project planning and development
- * Budgeting and forecasting
- * Customer relations/service
- * Data collection and analysis
- * Vendor sourcing
- * Cost reduction strategies
- * MS Office Suite
- * Time management skills
- * Skilled problem solver
- * Negotiation skills
- * Communication and Organization
- * Coaching & Training
- * Financial management
- * Contract negotiation
- * Detail-oriented
- * Process improvement
- * Logistics management
- * Business administration
- * Property/asset management
- * Supply chain management
- * Relationship management
- * Contract management
- * Business Planning
- * SOP development

PROFESSIONAL EXPERIENCE

Easterling Aviation

Sacramento, CA

Operations Manager

2014 to Present

- Responsibilities involving pilot and private plane scheduling, logistics, and financial recording.
- Cultivate productive relationships with affluent individuals/customers, while providing first-class customer service.

Bayer Crop Science

Acampo, CA

Greenhouse Manager

2016

- Management of 15 production/research greenhouses. 50,000 sq. ft
- Resigned for specific and relevant reasons.

ATX Inc.
Austin, TX

Owner

2011 to 2013

- Owner of a final mile logistics/delivery business contracted with FedEx.
- Management of employees, vehicles, daily schedules and financials.
- Recruited, hired and trained employees regarding company policies, procedures and safety practices.

KTF Farms
Lodi, CA

Owner

2009 to 2010

- Ownership & Management of an agricultural production business.

Grand Island Inc.
Walnut Grove, CA

Partner/Owner

2005 to 2010

- Ownership & Management of an agricultural production business.
- Day-to-day scheduling of equipment, inputs and employees.
- Established and implemented business procedures and process improvements.
- Drafted annual budget and monitored revenues and expenses.
- Responsibilities involving employee training, safety, property/equipment maintenance and purchasing of various inputs.

F&F Inc.
Walnut Grove, CA

Agriculture Operations Manager

2000 to 2010

- Management of day-to-day labor, fleet-equipment, resources and crops.
- Utilized and managed over 100 pieces of equipment and up to 50 individuals on multiple properties, totaling 3000 acres.
- Responsibilities involving employee training, safety, property/equipment maintenance and purchasing of various inputs.
- Research and implementation of new equipment and technologies designed to increase operational efficiencies.
- Primary responsibilities and goals encompassed, maximizing profitability and efficient use of business inputs and assets.

EDUCATION

Texas State University - San Marcos, TX
Bachelor of Science - Agriculture Business & Management

CERTIFICATIONS

Six Sigma Black Belt Professional - Management and Strategy Institute

