

# NATALE V. CAPUTO

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## Retail & Wholesale Executive

Business Development | Procurement | Operations

### PROFESSIONAL PROFILE

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Accomplished professional and dynamic leader with hands-on experience in all aspects of grocery store ownership and management. Proven record of exemplary buying and negotiating skills, encompassing 50,000 SKUs across 6 locations. Thrives in high-volume environments with the ability to build a strong vendor network, efficient processes, and dedicated teams of employees.

- **Recognized for Subject Matter Expertise** in produce and perishables, with a comprehensive understanding of inventory challenges and pricing strategies.
- **Adept at understanding the consumer experience** as a result of cultivating partnerships and building trusted relationships with customers and providing exemplary service.
- **Unparalleled ability to establish optimal vendor teams**, networking and building strong relationships that are mutually beneficial.
- Experience complemented by a **rich career in building and expanding a chain of 6 successful family-owned supermarkets**.

### AREAS OF EXPERTISE

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Management – Leadership – Vendor Negotiations – Process Improvements – Procurement – Strategic Sales – Marketing  
Business Development – Operations – Hiring & Training – Pricing – Inventory Management – Produce & Perishables  
Customer Service – Budgeting Forecasting – Strategic Planning – Cost Reduction – Sales Analysis – Vendor Negotiations

### PROFESSIONAL EXPERIENCE

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**JOE CAPUTO & SONS, INC.** – Des Plaines, IL

1989 to 2016

#### *Owner & Chief Executive Officer*

Directed the daily operations of six full-service grocery store locations that specialized in produce, imported ethnic specialties, “from scratch” bakeries, a full line of organic products, and renowned deli and butcher departments. Managed the ordering and receiving of all stock (~50k SKUs), and created compelling sales promotions. Utilized a rich vendor network to optimize product selection for customers. Performed ongoing customer and market research, demographic profiling, and sales analysis to capitalize on market needs and forecast sales budgets. Represented the company at trade shows, the Chamber of Commerce, and other key community functions.

#### **Notable Contributions:**

- **Expanded the company** from 1 location with 10,000 square feet to 6 locations with the largest store encompassing 86,000 square feet.
- **Increased headcount and sales year-over-year**, starting with 15 employees and \$200k in annual sales, and growing to 700+ employees and \$130 million in annual sales.
- **Established a second successful business line** by selling groceries wholesale to local schools, restaurants, nursing homes, and small grocers, generating over \$1 million in annual sales.
- **Streamlined P&L reporting for department heads**, providing them with clear and up-to-date summaries of their progress as compared to forecasts and goals.
- **Simplified the inventory buying process, saving ~40 hours a week**, by designing and implementing a proprietary inventory system which provided the team of buyers with real time, accurate data across all store locations.
- **Created an employee “report card” template and system for managers**, which simplified the annual review process and provided accurate documentation when terminations were necessary.

**JOE CAPUTO & SONS, INC.** *continued*

- **Reduced costs** by educating staff to be conscientious of expenses and waste, and by negotiating with vendors and operational services to get the best prices possible.
- **Initiated recycling and Go Green initiatives** across all locations to reduce the company's footprint where possible.

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**EDUCATION**

**BACHELOR OF SCIENCE (BS) – BUSINESS ADMINISTRATION**

LOYOLA UNIVERSITY, CHICAGO, IL

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**CERTIFICATIONS**

ILLINOIS CERTIFIED FOOD PROTECTION MANAGER (CFPM) CERTIFICATION

ILLINOIS FOOD SERVICE SANITATION MANAGER CERTIFICATION (FSSMC)

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**PROFESSIONAL AFFILIATIONS**

MEMBER OF 6 CHAMBERS OF COMMERCE, SERVING ON 3.

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**SOFTWARE**

SMS POS SYSTEM – PROPRIETARY SYSTEM FOR INVENTORY AND PROCUREMENT – PAYCOM

QUICKBOOKS – WINDOWS – MICROSOFT EXCEL

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**AWARDS**

VOTED BEST GROCERY STORE IN CHICAGO 2015

NOMINATED FOR AFFILIATED GROCER OF THE YEAR 2014

FEATURED ON THE FRONT COVER OF *PRODUCE INDUSTRY MAGAZINE*

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**LANGUAGES**

ENGLISH – ITALIAN - SPANISH