

Kevin Daren Thron

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SUMMARY

Business and Accounting background. Held positions in the banking, accounting, and produce industries. Fluent in English and Spanish (spoken and written, at native and business competency). Licensed in insurance (Lic # 0N05923 for Property, Casualty, Accident, Health, and Life).

EXPERIENCE

San Cremos, LLC, Torrance, CA

International Marketer of Avocados and Data Software Developer for farming

Sourcing and Procurement Manager: June 2018 – Feb 2019

(Note: investor was not able to produce the capital to fully launch the program)

- Established relationships to supply required goods and services.
- Traveled to meet with suppliers to define program details and negotiate terms.
- Managed relationships to ensure product availability, specifications, and competitive costs.
- Developed the weekly procurement strategy.
- Participated in developing the Sales and Procurement company presentations.
- Developed job descriptions for the organization.
- Met weekly with stakeholders to review startup progress and priorities.

Index Fresh, Inc., Riverside, CA

International Marketer of Avocados

Sourcing and Procurement Manager: May 2010 – May 2018

Logistics Manager: Mar 2008 – Apr 2010

Project Accountant: Nov 2006 – Feb 2008

Sourcing:

- Defined program requirements and identified suppliers that could provide goods and services.
- Established relationships for goods, co-packing services, materials, and logistics.
- Worked with the Purchasing team to increase supply base to meet customers' needs.
- Met weekly with the Sales and Purchasing teams to develop appropriate sourcing strategies.

Procurement:

- Worked with the Purchasing team to acquire 7 million units annually with a \$3 million spend.
- Collaborated with suppliers to ensure audits, certifications, and traceability were up to date.
- Inventory management (replenishment, rotation, and reconciliation).
- Met regularly with the Purchasing team to develop purchasing and negotiation strategies.
- Prepared forecasts and KPI reports to track growth, profitability, inventories, sales and the market.
- Developed supplier contracts and agreements for products and services.
- Traveled to meet with vendors and suppliers; presented management with summary report of trip.

Leadership / Management:

- Directly managed 9 associates in the areas of purchasing, claims, logistics, inventory, documentation, data entry, QC, food safety and certification.
- Developed team synergy and productivity through communication, training, and coaching.
- Developed orientation and training programs for new team members.
- Assisted senior management in implementing ERP systems and trained company associates.

Logistics:

- Managed the transportation of products across the USA to customers and distribution centers.
- Developed new vendor relationships to increase transportation options and meet program needs.
- Managed direct ocean and air shipments from suppliers to customers in Asia, Canada, and Europe.
- Processed claims (filing, settling, and recovery).

Accounting:

- Developed internal reports for the chief executives.
- Assisted the Accounting Manager with all aspects of accounting.
- Supported company department managers to supply accounting information required for financials.

K. Hovnanian Homes, Inc., Ontario, CA
Nationwide Homebuilder

Project Accountant: 2004 – 2006

- Managed the budgets and accounting of construction projects for new communities.
- Audited sales contracts.
- Accolade: Associate of the Quarter

Bayless & Associates, CPA's, Inc., Bloomington, CA
Certified Public Accounting Firm

Accountant and Tax Preparer: 2002 – 2004

- Assisted the Accounting Manager with all aspects of accounting.
- Processed individual and business tax returns.
- Met with customers to review their accounting and tax.

Bank of America, Inc., San Bernardino, CA
Banking and Finance Enterprise

Asst. Branch Manager: 1996 – 2002

- Improved my knowledge and capacity as a teller to grow within the organization.
- Processed customer transactions at the teller window and in the accounts department.
- Supervised tellers to ensure excellent customer service and resolve concerns.
- Accolade: Associate of the Quarter; 8 consecutive quarters for sales, service, and customer satisfaction.

Education

Bachelor's in Business Administration,
University of La Verne, Ontario, CA