

Kellen S. Kubo

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Objective

Acquire a position allowing for demonstration of knowledge in fruit procurement, sales, marketing, and product inspection. To become a vital asset to an employer using excellent business skills and to assist in carrying out business transactions and projects to meet short and long term corporate goals.

Employment History

SYSCO – Modesto, CA

Produce Planner/Advisor, December 1 – March 1

- Replenish all items in produce, dairy, and deli salads
- Maintain inventory levels in meeting customer demand while controlling shrink and inventory turns
- Daily analysis of assigned product demand
- Responsible for logistics on all inbound products utilizing efficient loading strategies
- Support sales by developing appropriate produce sales strategy
- Ensure quality of all inbound produce and dairy

TESSEMAE'S – Essex, Maryland

Fresh Food Strategic Planning Manager, May 2017 – Nov 2017

- Lead the production team at Church Bros. with daily production numbers
- Forecast all numbers for fresh foods for entire company
- Ensure daily numbers are exact to orders submitted by customers
- Maintain all daily transactions
- Assist fresh foods vice-president with all fresh projects
- Assist with sourcing of raw materials
- Maximize profitability with existing customers by educating customers of current products

THE KROGER CO. – Fresno, CA

Wesco Commodity Buyer, Feb 2016 – May 2017

- Management of commodities assigned
 - Team 1 – Broccoli, Mixed leaf, celery, artichokes, green, mixed minor bulk
 - Team 2 – All citrus imported and domestic, kiwi, Asian pears, CA sweet potatoes/colored potatoes
- Secure all contract pricing for all commodities
- Ad Lid pricing for all commodities
- Daily bookings and logistics as needed
- Weekly market updates for all commodities
- Secure new vendors if needed
- Coordinate with all vendors to ensure produce specifications are within Kroger specifications

Wesco Assistant Commodity Buyer, May 2014 – Feb 2016

- Assist commodity buyer with procurement of product – citrus, tree fruit, Asian pears, kiwi, apples
- Assist commodity buyers with management of their commodities
- PO Booking daily orders
- Ensure correct market pricing
- Pricing out PO's with the correct VCI contract pricing

Wesco Buyer/Inspector, June 2013 – May 2014

- Assist commodity buyers with procurement of product
- Inspect all items for Team 2 – citrus, stonefruit, pomegranates, persimmons, apples, pears, melons, potatoes, yams
- Assist buyers with securing ad lids
- Manage the crossdock services at Bee Sweet

WAKEFERN FOOD CORPORATION – Fresno, CA

West Coast Produce Buyer, June 2010 – May 2011

- Procurement of produce to meet specific needs of Shoprite Supermarkets
- Procured and inspected items, including lettuce, broccoli, celery, leafs, carrots, romaine, peppers, all stone fruits, all citrus, cherries, and all organic items.
- Procured all organic items – salads, wet and dry vegetables, stone fruit, grapes, citrus, cherries, melons
- Secure ad lid pricing
- Keep up with all produce market trends, and logistic rates
- Daily communication with all organic and conventional vendors
- Secure logistics for transportation across the country

GROWERS MARKETING - Fresno, CA

Broker/Inspector, April 2005-November 2009

- Inspected all tree fruit, citrus, and grapes

Education

HEALD COLLEGE – Fresno, CA

Graduated: April 2008 in Sales/Marketing

Computer Skills

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|-------------------------|-------------------|---------------------|
| ◆ Microsoft Word | ◆ Microsoft Excel | ◆ Microsoft Outlook |
| ◆ Microsoft Power Point | ◆ QuickBooks | ◆ iTrade |
| ◆ DPR | ◆ SUS | |

