

# JOSEPH J. SHAKE

Homer Glen, IL | [joeshake@yahoo.com](mailto:joeshake@yahoo.com)

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## Operations/Business Consulting Professional Small to Medium Sized Business Turnaround Expert.

Proficient in operations, sales, financial management, and high impact negotiating. Expertise in building strong operational teams, increasing margins, and sustaining mutually beneficial long-term relationships. Excellent consultative, interpersonal, process improvement and project management skills. Known for outstanding service, dedication and a passion for success.

**Operations Management | Project Management | Profit Margins | Sales Management  
Financial Management | Negotiation | Client Retention | Customer Satisfaction**

### PROFESSIONAL EXPERIENCE

#### **JS CONSULTING – Homer Glen, IL**

**2014-Present**

An Independent Consultant specializing in process improvements and profitability for small to medium sized business owners.

- Provided executive advisory and project management services for clients ranging from a medium sized MBE Electrical Supply Contractor, Not for Profit Charitable Organization to a small independent operator.
- Worked collaboratively with McKinsey Consulting to advise a client regarding market entry strategy for a new food and beverage technology offering.

#### **COMPASS GROUP, USA – Bloomingdale, IL**

**2012-2014**

Compass Group is one of the largest food service providers in the world.

#### **District General Manager**

Managed all facets of the Chicago branch, their third largest in the United States. Approximately 60 routes, \$25M in annual revenue, over 1,200 clients and 7,000 pieces of equipment being serviced seven days per week. Maintained manufacturer relationships supporting favorable pricing and driver incentives.

- Established strong client relationships to increase client retention from 89% in 2012 to over 95% in 2013.
- Re-negotiated unfavorable contracts to increase pricing and reduce commissions for an annual gain in same store sales revenue of over \$800,000 in 2013 versus plan of \$590,000.
- Created mutually beneficial supplier relationships to reduce product costs by over 5% and establish incentive driven programs to increase buying power.
- Increased average weekly route sales by over 16% to almost \$9,800 per week in revenue by determining weakest links in routes and by optimizing efficiencies geographically.
- Developed comprehensive business plan, including budget, staffing, organization chart and other operational elements, working collaboratively with President, Regional VPs, Division Controller and nine department heads.

#### **VISTAR – Bolingbrook, IL.**

**2007-2012**

One of the nation's largest specialty providers of wholesale, candy, snack and beverage products for the food service, retail, concession, theatre, fundraising and coffee service industries.

**Joseph J. Shake**  
**Sales Manager**

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Led a sales team of seven inside and four field sales people generating over \$200M in revenue across more than 2,000 accounts in a five state territory, while ensuring full account satisfaction and customer service.

- Led sales team to achieve over \$100M in sales and 12.9% gross margin in 2011, both ahead of plan.
- Managed sales and promotional programs, funded with \$350,000 from 50 marketing sponsors generating specific product line revenue of \$50M in FY2012.
- Established new hospitality product and business line worth over \$10M per year with major hotel chains for their mini pantries to better serve their guests.
- Led sales team to attain top three ranking among 20 operating centers two consecutive years for sales.
- Fostered team goal attainment via development of a manager scorecard with key metrics of success.

**CONTINENTAL VENDING INC. - Anaheim, CA**

**2004-2007**

A \$15M full line operator and management company.

**Chief Financial Officer and General Manager**

Managed overall P&L and all operational functions.

- Generated recurring cost savings to increase bottom line by almost 10 percent or \$1.5 million.
- Reduced product costs from 52% to 47% through fewer suppliers, building solid long-term relationships and significantly lower internal administrative processing fees.
- Earned California's "Operator of the Year" Award for outstanding industry dedication and service for 2007.
- Worked closely with politicians and lobbyists in Sacramento, CA to improve California operators on many issues, such as, unfair snack taxes, healthy snacks and carbonated drinks being placed in machines.

**CONTEMPO DESIGN INC. - Chicago, IL**

**2001-2004**

A manufacturer of trade show exhibits.

**Director of Purchasing and Materials Management**

- Reduced internal transaction costs and product costs by more than 40% through a revised, more streamlined supply management process and renegotiated supplier agreements.

**ADDITIONAL RELEVANT EXPERIENCE**

**KENNY INDUSTRIAL SERVICES LLC – Chicago, IL**

**Director of Purchasing**

Responsible for negotiating contracts and procurement of industrial construction materials and supplies.

**COMMONWEALTH EDISON COMPANY - Chicago IL**

Held various financial and project management positions.

**EDUCATION**

**Masters in Business Administration, Finance**

Lewis University- Romeoville, IL

**Bachelor of Science, Accounting**

University of Illinois- Urbana-Champaign, IL

**PROFESSIONAL AFFILIATIONS**

Member of Illinois Automatic Merchandising Council, 2008-2014  
Executive Board Member and Treasurer, California Automatic Vendors Council, 2004-2007  
Member of Institute of Supply Management, 2000-2002