

Richard J. Brzyski
E-Mail: rbrzyski70@comcast.net
Cell Phone: 215-620-3423
4235 Oakmont Street, Philadelphia, PA 19136

SUMMARY

Food and consumer products professional with a background in warehousing, distribution, sales, and service. Seeking a role in a service and quality driven business.

PROFESSIONAL EXPERIENCE

Balford Farms, Burlington, NJ
Warehouseman/Customer Service Rep

October 2005 – Present

At this regional distributor of Rita's Water Ice and Custard products:

- Picked, packed and loaded orders for truck deliveries in PA, NJ and DE.
- Monitored inventory levels to avoid stock-outs, and alerted buyers of same.
- Used Vocollect on a Windows XP platform to process orders.
- Met and usually exceeded a 98% accuracy level in fulfilling orders.
- Fulfilled orders daily and built relationships with walk-in customers.
- Achieved certification as a Forklift and Clamp Truck Operator.
- Trained in and performed sanitation and housekeeping duties as per GWP's.

Jack & Jill/MidLantic Vending, Moorestown, NJ

April 2002-November 2004

At this area distributor of drinks, candy, snack and frozen dessert products:

Driver-Salesman

September 2003-November 2004

Promoted to a route sales position serving customers in Philadelphia and Southern NJ.

- Customers had vending machines in school, commercial and office premises.
- Tripled sales of products including juice, drinks, snacks and candy within a year.
- Grew route sales three-fold by identifying and discussing customer needs.
- Collected cash receipts from, and completed minor repairs to vending machines.
- Left company due to layoffs.

Warehouseman

April 2002-September 2003

Learned about warehousing and distribution of frozen dessert products.

- Picked orders of frozen dessert products, including yogurt, ice cream and sorbet.
- Loaded trucks for shipment to company branches, restaurant and other retail customers.
- Unloaded inbound deliveries as required.

Alfred Envelope Company, Philadelphia, PA
Sales Representative

April 2000-April 2001

At this area distributor of office supply solutions to the business services sector:

- Sold customized, printed and other office supplies by phone and in person.
- Used a MAC-based system to process orders.
- Maintained sales to lawyers, doctors and other service businesses in a declining market.

PROFESSIONAL EXPERIENCE (Continued)

Merchandising Service of America, Philadelphia, PA
Sales Representative

January 1997- April 2000

At this national distributor of tobacco products and specialty accessories:

- Sold products by phone and catalog to a nationwide customer base.
 - Also presented and sold at trade shows in 1998 and 1999.
 - Products included loose tobacco, pipes, lighters and other accessories.
 - Customers were mainly specialty stores and other small retailers.
- Maintained annual sales of \$2.5 million, compared with a \$1.0 million threshold.
 - Consistently met or exceeded monthly and annual quotas.
- Assisted in training of new Sales Reps, and typed orders for further processing.

United States Navy
Signal Man

1989-1991

During sea duty on guided missile frigate USS Elrod:

- Served as a Signaller, operating visual communication devices.
 - Completed training in the use and maintenance of signal lamps and flags.
- Promoted twice during 2 years of service.
 - Managed inventory of signals equipment.
- Honorable discharge as E-3, Signaller (Seaman).

EDUCATION & TRAINING

US Navy

1989-1991

- Details on request of training in supervision, leadership, administration and equipment.

Community College of Philadelphia

January to June 1988

- Completed 6 hours of college level Math and English courses.

Cora-Neumann, Philadelphia, PA

1987

- **GED** – General Education Development Diploma

TECHNICAL SKILLS

Experienced user of MS Office Suite (Word, Excel, Outlook and Explorer) and Vocelect.
Proven ability to learn inventory and order-processing applications.

OTHER QUALIFICATIONS

US Citizen, available for business travel.

References and compensation history provided upon request.

