

Jeff Oxamitny

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A professional and self motivated account manager with 12+ years of accomplished sales and business development experience and 16+ years of experience leading and empowering people. Collaborating with various segments of the food service industry has enabled me with an expertise of business strategies implemented by restaurants, vendors and distributors. Dedicated to quickly generate valuable B2B relationships by developing mutually beneficial business plans, analyzing data sources, and creating unique selling propositions. A trusted, robust leader with the ability to advance sales and establish strategies to attain and retain customers.

Experience

Eberhardt Foods, Edmonton

Sales & Business Development

March 2010 - June 2020

- Directed 70 accounts with \$3.5-4 Million per year in sales over 10 years.
- Acquired 10 new accounts in 2019 by building new relationships which increased gross sales by \$400,000 and maintained the highest profit margin in the company.
- Created, designed and developed private label take out container programs increasing customer loyalty and market visibility.
- Consulted restaurateurs expanding marketing programs through social media and unique POS materials generating return customers and sales.
- Built established partnerships with restaurateurs by developing new menus, exploring market trends, conveying culinary insights, promoting creative food specials and new customer experiences and heightening overall dining value.
- Collaborated with food brokers to give informative product seminars to ownership, management and staff through sampling and education.
- Supported restaurants and their community through donations and volunteering.
- Slashed food costs 5% by negotiating pricing and margin, while ensuring product quality.

King's Knight Pub Inc., Edmonton

Operations Manager

Seasonal July 2012 - Present

- Controlled \$350,000 of inventory for Big Valley Jamboree Country Music Festival exceeding gross sales on average of 2% yearly.
- Directed and trained over 100 staff motivating the team to generate a quality experience, responsible liquor service, creating return customers.
- Devised an affordable new way to distribute alcohol to optimize space and efficiency.
- Transformed festival map layout with the Production Team to ensure proper signage, shortening line ups, achieving a better experience for the 25,000 attendees.

Education

Northern Alberta Institute Of Technology NAIT, Edmonton, AB - Business Diploma, Marketing.