

JOHN W. WILKINS II

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DIVISION PRESIDENT / GM / VP OF OPERATIONS

Sought After Executive with Blend of Operations, Marketing and Human Resources Know-how

**Growth Strategies / Merchandising / Startups / Turnarounds / Market Development / P&L / Multi-Sites / VRM
QA / Strategic Planning / Cost Control / Process Improvement / Inventory Management / Negotiations**

Award-winning leader who has consistently increased sales, profits and market share for districts, regions and stores for **Rite Aid Pharmacy, Target** and **JCPenney** as well as startups. Achievements in all facets of operations from procurement to merchandising. Accomplished in controlling expenses, reengineering processes and building/turning around business units. Responsible for up to 30 units, 400+ staff and sales of \$150M+.

Created vision, developed plans and drove innovation to improve profitability, reduce costs and expedite product to market. Streamlined processes, enhanced productivity and improved quality, while increasing ROI. With broad experience as a liaison between corporate headquarters and field operations, can impact the bottom line by:

- Seeing the big picture while focusing on driving results
- Transforming underperforming operations into stable and growing profit centers
- Handling multiple priorities with excellent organizational and managerial skills
- Building, training and leading teams to high levels of productivity, effectiveness and excellence

BS, Marketing, Indiana University of Pennsylvania, with full athletic scholarship.

Selected Accomplishments

- **Led district from worst to first, boosting profits \$2.6M.** Riteaid
- **Turned around underperforming district, increasing sales \$1.9M.** Riteaid
- **Restructured leadership team, boosting store culture and profitability.** Target
- **Enhanced logistics team and process, yielding \$1.25M EBITDA increase.** Target
- **Fixed broken logistics process, facilitating 10% sales increase.** Target
- **Cut cost \$2M, reversing \$1.2M budget shortfall.** Target
- **Directed startup to \$1.2M in first year profits.** H&J Enterprises
- **Corporate development yields @2.5M grant and 25% EBITDA increase.** JCPenney
- **Led demographically targeted merchandising efforts, increasing sales \$3.8M.** JCPenney

Career History

Rite Aid Corporation:

- *District Manager-Greater Pittsburgh Area, 2015-Present.* 400+ employees. Direct Front and Pharmacy leadership team of 57 managers. Lead team through new store openings and remodels. Source new locations for growth opportunities. Identify and implement turnaround strategies.
- *District Manager-Metro Pittsburgh, 2013-2015.* Managed \$72M budget and 280 staff. Sourced new growth areas. Directed teams through new store openings and remodels. Drove

Target Corporation:

- *Store Team Leader-West Mifflin, 2010-2013.* Managed \$34M budget/175 staff. Led effort to deliver on shrink.
- *Store Team Leader, 2005-2010.* Managed \$23M budget and 150 staff. Led team through new store opening process. Facilitated negotiations between building contractors and corporate real estate partners.
- *Logistics Executive Team Leader, 2004-2005.* Managed \$41M budget/40 staff. Directed total store operational process. Restructured logistics team to meet/exceed productivity goals. Executed marketing strategies.
- *Executive Team Leader-Softlines. 2003-2004.* Managed \$15M budget/20 staff. Controlled finance budget/P&L.

Earlier: H&J Enterprises, Inc., Operations Manager, 2001-2005. Managed \$5M budget and 50 staff. Planned and developed growth strategy. **J.C. Penney Company Inc.: Senior Department Manager, 2000-2001.** Managed \$8.5M budget and 75 staff. Directed 12 buyers to execute district buy strategy; *Department Merchandise Manager/Buyer, 1998-2000.* Managed \$3.5M budget and 30 staff. Created advertisement campaigns. Negotiated multi-million-dollar sourcing contracts.