

Joseph Bovee

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With extensive experience in negotiation, leadership, communication, and program management, I have a proven track record of enhancing efficiency and profitability. As Director of Operations, I implemented LEAN processes, optimized manufacturing workflows and optimized consumer channels. In previous roles, I managed a substantial portfolio +50m, reduced inventory, expanded sales in the U.S. and Canada, and developed successful marketing strategies, consistently driving growth and establishing new programs.

SKILLS

- Strong Interpersonal Skills
- Program/Project Management
- Adept at diverse multi-tier programs in manufacturing, distribution and pull through channels
- Strong leadership abilities, excel in motivating teams and enhancing efficiency
- Highly effective communicator and composed under pressure
- Very skilled at building and maintaining significant relationships

EXPERIENCE

Independent Contractor | Self Employed | Medford, OR

2/24 - Cur.

Leveraged deep industry experience to help manufacturers re-establish market share and regain customer confidence through strategic brand positioning and channel development. Built and re-negotiated supplier programs to increase profitability, created new sales pipelines for distributors by onboarding key manufacturers, and developed targeted programs to capture untapped markets across the aftermarket.

Operations Director | Toms Offroad | Medford, OR

10/22 - 8/23

Implemented manufacturing improvements such as BOM creation, LEAN processes, and optimized floor layouts, resulting in enhanced workflow and profitability, and researched ERP systems for system upgrades. Negotiated with vendors to boost efficiency, streamlined import processes, and developed exclusive products for the first-generation Bronco platform, while ensuring profitability through effective vendor negotiation strategies. Ensured code compliance with City, County and State regulations.

Portfolio Manager | APG | Rexburg, ID

7/21 - 10/22

Successfully managed over 50 manufacturers with a portfolio exceeding \$20M, reducing excess stalled inventory by over \$1M and increasing sales and profitability by over \$200K through new tracking tools. Repaired damaged relationships, re-negotiated programs, improved GMROI by 8% in the first quarter, and onboarded new manufacturers to launch a new selling channel in the Overland Market.

Western Regional Sales Director | RRMCI | Kansas City, MO

5/16 - 7/21

Responsible for establishing and growing sales in the western United States and Canada, working with large national distributors to manage programs and marketing opportunities, ensuring growth and positive relationships. Collaborated with multiple manufacturers and navigated various management channels across different companies to develop, communicate, and execute sales and marketing strategies throughout the assigned territory.

Manufacturer Representative | IMS | Tempe, AZ

8/14 - 4/16

Responsible for establishing new wholesale distribution for multiple manufacturers, including creating and implementing MAP structures in the U.S. and Canadian markets, and maintaining Sales CRM and data for Innovative Marketing Services. Recognized as the 2015 National Sales Representative of the Year for Bolt Locks, and attended trade shows, club events, and enthusiast gatherings to boost brand recognition for manufacturers.

Territory Sales Manager | AutoZone | Memphis, TN

6/09 - 7/14

Successfully managed a market of 10 commercial programs with a territory of around 800 customers, including small UDS, government, and large fleet accounts, consistently increasing the same store comp by over 18%. Conducted market analysis for new commercial program placement and collaborated with regional teams in the Pacific NW and Southeast to develop initiatives such as the Hub/Feeder Program, New Car Dealer, and Rural Store Initiatives.