

IVAN A. MCKINNEY

Hampton, Virginia 23669

(757) 235-3654 Cell

Ivan.mckinney@tccp.cafe

OPERATIONS / ACQUISITION PROFESSIONAL / MARKETING / SALES CPI CONSULTANT-LSSGB

Offering a solid background based on advanced formal training and 15 years of proactive and multifaceted experience in military, academic and professional environments; demonstrating competent leadership, program enhancement expertise, customer support creativity and consistent performance success. Possess exceptional skills in recruiting, team leadership and family program development.

- Articulate, communicative, energetic, and productive team player with outstanding interpersonal skills and solid experience in direct daily contact with key decision makers and individuals from a wide range of backgrounds and experience levels

EDUCATION & CERTIFICATION

NORFOLK STATE UNIVERSITY – Norfolk, Virginia

Bachelor of Arts Degree in Psychology (2010)

Commissioned U.S. Army Second Lieutenant in Virginia Army National Guard (VAARNG)

JAMES MADISON UNIVERSITY – Harrisonburg, Virginia

Lean Six Sigma Certification (Green Belt)

MILITARY EXPERIENCE

VIRGINIA ARMY NATIONAL GUARD – Captain, Logistics Officer – Fifteen Years Distinguished Service

1945th CONTRACTING TEAM– Virginia Beach, Virginia

329th REGIONAL SUPPORT GROUP – Virginia Beach, Virginia / HHC 529th CSSB – Virginia Beach, Virginia

229th MILITARY POLICE COMPANY- Virginia Beach, Virginia

1945th Contracting Team (CT) /Contract Management Officer (51C) (2/20-Present)

- Serves as a Contract Management officer assist with formal advertising and negotiation activities involved in the procurement of supplies, services, or equipment to meet the consolidated requirements of the Commands or agencies
- Analyze market trends, distribution patterns, and technological advances to support current military unit needs
- Review Federal Acquisition Regulation (FAR) and other programs criteria to source and build solicitations for bidding.
- Conduct market research and prepare reports to assess a procurement consideration. Determines reasonableness of prices offered and sourcing and vetting vendors options.
- Resolve specification problems which limit competition among user by evaluating cost and price data submitted by vendors to support direct and indirect costs.

GENERAL EXPERIENCE HISTORY & HIGHLIGHTS

TOWN CENTER COLD PRESSED – Norfolk, Virginia

District Manager & Training & Development Officer (TDO) (03/16-Present)

- Instrumental in the development of Town Center Cold Pressed University, a comprehensive training platform for employee-based learning as a Barista and Juice knowledge.
 - Monitoring and supervising over 7 managerial resources and 62 employees to execute daily tasks and meet company strategic sales goals. Motivating management and staff through innovative contest, reward systems and training.
 - Successfully maintained day to day operations for four TCCP fast casual dining cafes in the Hampton Roads area
 - Sourced unique revenue generating B2B relationships and Co-marketing opportunities, that have been beneficial in driving business and increasing our customer visits
 - Train and develop all Store Managers, Shift Lead structures and Franchise owners on proper procedures to operate TCCP according to the set guidelines
 - Serves as TCCP Continuous Process Improvement (CPI) Consultant with proven success in the development of resources and training tools.
-

KINGDOM CONNECTION INC. (501c3), Multi-Purpose Non-Profit Organization– Virginia Beach, Virginia

Chief Operation Officer (COO)-Fresh Start Program (5/15-11/18)

- Instrumental in the development and operation of an 8-week Post Homelessness Stabilization Program (PHSP) in the City of Virginia Beach. Fresh Start served 40 homeless personnel by providing case management, life skills and once the home was provided by the city; we furnished the home with acquired resources.
- Served on the Continuum of Care (COC) for the City of Virginia Beach as a supportive services program. Our mission was to support the homelessness by providing usable furniture and home decorating services.
- Managed and maintained progress notes reflecting on all interactions with clients under our program care.
- Developed and facilitate a self-esteem and leadership development program that include an anti-bullying cyber focus.

GEICO – Virginia Beach, Virginia

Licensed Insurance Service Agent / R7 GEICO Event Marketing Rep. (1/11-7/15)

- Integral member of a large teleservices calls center team tasked with responding to a high volume of inbound call traffic from nationwide prospects seeking information and enrollment in the full range of GEICO insurance products and services. Personally, handle an average of 60 calls per 7.75-hour shift.
- Met or surpassed all monthly performance measurement metrics during tenure including call volume, response time, customer interaction, sales closure, punctuality, team cooperation, and others.
- Integral member of GEICO elite team of marketing agents, who maintain GEICO promotion booths and or tents, oversee merchandise dispersal, and gathering information for potential customers in Virginia and North Carolina

CERTIFICATIONS/ CORE BUS. CLASSES COMPLETED

- U.S. Army Leadership Development Assessment Course
- U.S. Army Basic Officer Leadership Course for Military Police
U.S. Army Master Resilience Trainer (Level 1)
U.S Army Multifunctional Logistics Captain Career Course (CCC)
U.S. Army Acquisition Professionals Course (AAPC)
- Hold a Current U.S. Government Secret Security Clearance

PROFESSIONAL REFERENCES: Furnished upon request.
