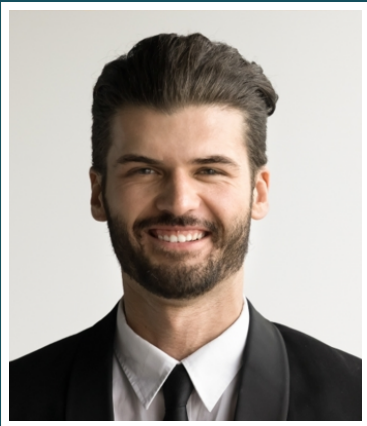




MARCUS HALLORAN

Operations manager with 9 years across retail and distribution settings. Built teams of 25-60, hit quarterly P&L targets in 11 of the last 12 quarters, and rebuilt scheduling systems that cut overtime without losing coverage.

CONTACT INFORMATION



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Raleigh, NC

EDUCATION

- B.S. Business Administration
May 2016
North Carolina State University
- Lean Six Sigma Green Belt, 2022

KEY SKILLS

- P&L management
- Workforce scheduling (Kronos, UKG)
- Hiring and onboarding
- Inventory and shrink control
- Safety and OSHA compliance
- Vendor negotiation
- Tableau dashboards
- Performance coaching

PROFESSIONAL EXPERIENCE

Regional Operations Manager | February 2021 - Present
Brightline Logistics Group | Raleigh, NC

- Oversee 4 distribution sites and a \$14.6M annual operating budget; closed FY24 at 3.2% under plan while volume rose 18%.
- Cut driver overtime from roughly 22% of hours to under 9% by redesigning route bidding and adding a swing shift.
- Hired and onboarded 47 associates during the 2023 expansion; first-year retention held above the regional average.
- Run weekly safety standups across sites; OSHA recordables dropped two years running.

Store Manager | September 2018 - January 2021
Northway Outfitters | Durham, NC

- Took over an underperforming flagship and grew comps from -4% to +11% over six quarters.
- Coached three assistant managers into store manager roles at other locations.
- Renegotiated local vendor contracts that saved about \$38K a year on supplies and uniforms.
- Built the holiday staffing plan adopted by 9 other stores in the district.

Assistant Store Manager | June 2016 - August 2018
Northway Outfitters | Greensboro, NC

- Managed a team of 22 part-time associates across two shifts.
- Owned shrink reporting; cut inventory loss by roughly a third over 18 months.
- Ran the new-hire training program for the region, about 90 associates a year.