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# DAVID J. RECORD

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ROWLETT, TX 75089 | (972) 638-7040 | DJR@DAVIDJRECORD.COM | WWW.DAVIDJRECORD.COM

## PRESIDENT / VICE PRESIDENT / DIRECTOR

*20 Years of Driving Excellence in Operations, Sales, & Staff Performance*

Diligent and competitive business executive that specializes in strategic planning, improving operation efficiency, team development, and raising revenue. Adept in selling in any market condition, with a drive to identify areas of strengths and weakness to promote continuous improvement efforts. Currently seeking a position to manage operational productivity, by blending leadership with empowering teams to achieve organizational excellence.

## AREAS OF EXPERTISE

- Strategic Planning & Execution
- P&L Responsibility
- Performance Optimization
- Business Development
- Contract Negotiation
- Business Analysis
- Budgeting & Finance
- Risk Management
- Team Development & Training
- Continuous Process Improvement
- Joint Ventures & Alliances
- Merger & Acquisition

## PROFESSIONAL EXPERIENCE & ACHIEVEMENTS

### PAS Purchasing Solutions

President

2010 - Present

Plano, Texas

*PAS Purchasing Solutions is the leading Group Purchasing Organization (GPO) to the multi-family industry. PAS provides cost savings to its members through aggregation, supply chain management principles and a dedicated vendor/supplier platform.*

**Company Revenue: \$8M | Budgets Managed: \$2.6M P&L | Company Employees: 17**

Provided leadership to position the company at the forefront of the industry. Developed strategic plans to advance the company's mission and objectives and to promote revenue, profitability and growth as an organization. Oversaw company operations to ensure production efficiency, quality, service, and cost-effective management of resources.

- Increased Sales - \$100M (142%)
- Increased Revenue - \$5M (250%)
- Program Expansion: Added Services, Supply Chain Management, Product Standardization
- Procure to Pay

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**XPENSE Systems, Inc.**

Partner

**2015 – Present**

Plano, Texas

*XPENSE Systems is a leading provider of Spend Management solutions, offering effective cost containment and automated procurement services. XPENSE's web-based procurement system allows organizations to automate the complete procure-to-pay cycle from: product selection, requisitioning, approval and ordering to delivery, receipt and financial settlement.*

**<http://www.xpensesystems.com>**

Directs all business functions of XPENSE and provides hands on support by optimizing system efficiency through customizations, processing, branding, and infrastructure activities.

- Developed strategies to ensure XPENSE stands out from the competition by raising the industry standard, and eliminating the “barrier to entry” associated with technology.
- Strategically implemented XPENSE into services of PAS Purchasing Solutions to serve as an incentive to clients of PAS, resulting in client retention and convenience.

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**AMG Managed Services**

Partner/Founder

**2008 – 2010**

Dallas, Texas

*AMG specializes in providing comprehensive asset analysis and optimal performance solutions for property management companies and supporting investors, through cost-effective outsourcing solutions for operational support departments. Each AMG program is designed to provide a value added, quality controlled service with long term efficiency and refined peak performance in mind.*

**Company Revenue: \$1.9M | Budgets Managed: \$1.6M P&L | Company Employees: 11**

Established AMG Managed Services from the ground up and directed all aspects of the business. Ensured that the organization was well positioned in a rapidly evolving and competitive environment by being an agent for ongoing organizational change. Identified and led new business development opportunities, while maintaining productive relationships for the benefit of the organization.

- Developed group purchasing platform to add to AMG’s core contract management services, increasing revenue by 53%.
- Implemented sales and marketing campaigns, increasing new business by 31% and existing client penetration by 44%.
- Developed and implemented:
  - AMG/IT – turnkey outsourcing of core IT infrastructure; provided companies with an enterprise-level IT department.
  - AMG/Buy – web based, property specific, online catalog/ordering tool.
  - AMG/Pay – web based, paperless accounts payable solution providing AP automation.
  - AMG/Voice – business class VoIP telephone service.

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**Wilmar Industries – Subsidiary of Interline Brands, Inc.****1996 - 2008**

Senior Director, National Accounts

Jacksonville, Florida

*Interline Brands Inc. is a leading direct marketing and specialty distribution company with 3,762 employees and \$1.2B in annual revenues, providing 50,000 maintenance, repair, and operations products and services to professional contractors, facilities maintenance professionals, hardware stores and a wide variety of clients throughout North and South America.*

**Division Revenue: \$378M | Budgets Managed: \$30M P&L | Company Employees: 200**

Highly involved in strategic company growth, management initiatives, HR policies, mergers & acquisitions, business unit integration and achievement of all performance objectives.

- Led, motivated and mentored a national and regional corporate sales force with more than 200 employees; acquired 14 direct reports generating \$378M in sales revenue.
- Successfully implemented improved policies and procedures, and defined realistic GPD, (gross profit dollars), sales, P&L, and strategic growth initiative goals.
- Achieved \$115M in sales growth and exceeded annual sales goals on a consistent basis: 102%, 103%, 101%, and 106% respectively from 2004-2007.