

BOARDS AND COMMISSIONS APPLICATION

Please complete the following information in full, attach a cover letter, current resume or biography and return to the address below. Type or print in blue or black ink.

Board or Commission you are applying for: FEDERAL BOULEVARD BUSINESS IMPROVEMENT DISTRICT

First name: ANDREW

Last name: FOURNIER

Occupation: CONSTRUCTION MANAGER

Employer: ALBERTSONS/SAFEWAY

Work address: 6900 S. YOSEMITE

City: CENTENNIAL

ZIP code: 80112

Work email address: ANDREW.FOURNIER@SAFEWAY.COM

Work phone: 303-843-7600

Work/Home fax: 623-336-6417

Home address: [REDACTED]

City: [REDACTED]

ZIP code: [REDACTED]

Home phone: 719-313-9271

Home email address: AJANIB26@COMCAST.NET

Mobile phone: 719-304-1148

Are you a registered voter? yes / no

If so, what county are you registered in? EL PASO

Colorado driver's license No.: 92-074-0882

Ethnicity: WHITE

Highest level of education or, degree earned: B.S. BUSINESS

Year completed: 2012

Please list any memberships, organizations and/or volunteer activities you are a part of (past or present):

NRA

BOY SCOUTS OF AMERICA

YMCA

References (Please list three persons, not related to you, whom you have known at least one year):

Name	Phone number	Address
SCOTT SHORES	303-843-7750	6900 S. YOSEMITE, CENTENNIAL
KRIS STAAF	303-843-7672	''
BROCK TOWN	303-843-7630	''

Andrew Fournier

• (719) 304-1148 • aj4nier6@comcast.net

SUMMARY OF QUALIFICATIONS

Highly accomplished marketing and operations professional with a passion for project management. Team focused communicator with effective interpersonal skills. Proven success in meeting deadlines, managing budgets, and developing programs to capture sales and profits.

Relevant Skills

Operations | Communication | Innovative Leadership Style
Sales Team Building | Facilitation Skills | Project Management

EDUCATION

Bachelor of Science in Business Management - University of Phoenix (2012)
Relevant Coursework: Marketing, Business Communication, and Innovation
Portland State University – Today's Managers; Tomorrow's Leaders (2011)
Project Management Professional Certification Training (2016)

PROFESSIONAL EXPERIENCE

Albertsons-Safeway – Denver, CO

1993 - Present

*Construction Project Management / Brand Sales Manager / Marketing Support Director
(2013-Present)*

- Remodeled Division Flagship store in 3 months with all new Bakery, Deli, and Produce line-ups at \$1M total equipment and construction cost.
- Project Manager for 90 Fresh Cut sales rooms that opened in 9 months with ground up sales to \$500k week. Created layouts, training program, recipes, marketing, schematics, and holiday merchandising. This included stores in 5 states and health department approval.
- Currently managing 62+ varying scale/scope construction projects (ranging from \$25K-\$4.1M).
- Managed over 20 private label brands totaling over \$500M in annual sales.
- Developed communications for 133 retail facilities to execute corporate and division marketing programs; results included finishing Top 3 in all areas at over \$1M in weekly initiatives.
- Published marketing bulletins and strategies, facilitated marketing calls, and wrote/presented weekly video marketing broadcasts via satellite to five states.
- Created marketing platform designed to target specific demographics across three states with several unique local taste profiles; netted 3% sales lift in 38 stores.
- Developed local marketing campaign for 5 states including advertising, marketing materials, and vendor relationships; year over year sales increase of 50% and over \$5M in sales the first 52 weeks.

PROFESSIONAL EXPERIENCE *(continued)*

Shrink Manager

(2009 - 2013)

- Managed productive vendor relationships to identify and capture lost inventory; built solid relationships with several key vendors and recovered over \$1M annually in lost product.
- Developed system for tracking and correcting "paper" shrink which found over \$3.5M of unaccountable inventory at retail the first year.
- Identified 25 highest opportunity stores and secured over \$2.5M in inventory loss with 2 inventory cycles.
- Reengineered product recovery process with a \$4M annual savings.

Store Manager

(2001 - 2009)

- Managed five high-volume stores (over \$500k) in Colorado Springs and Denver.
- Store Management Assessor for 7 years with over 40 candidates assessed; created training material published in corporate training programs.
- Trained over 16 Store Managers in four years from internal and external candidates.