**ERNEST M. DODGE**

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# SUMMARY OF QUALIFICATIONS

* Extensive management background overseeing diverse departments. Sound decision-maker with proven leadership and problem-solving skills.
* Broad knowledge of entire JM Murray business segment and knowledge of trainee and consumer services. Highly collaborative, productive relationship builder with all organizational departments.
* Strong budget development and management abilities. Analytical thinker with solid finance competencies.
* Established track record of achievements and successes. Visionary business leader with ability to formulate long-term, sustainable goals.
* Adept at working and collaborating with various populations ranging from trainees and consumers to customers, vendors, employees, management, and executives.

# WORK HISTORY

**President/CEO, JM Murray,** April 2018 - Present

**Director, Operations, JM Murray,** August 2011 – March 2018

* + Oversee all business operations within JM Murray, OraLine Inc. and Enterprise Service Technologies including production, manufacturing, warehousing, and shipping.
  + Initiated significant cost reduction measures resulting in increased profits while minimizing loss of employment.
  + Continue to meet production demands despite a significant reduction in trainee work

hours.

* + Consistently contribute a significant profit to JMM in order to provide trainees and consumers with the services and experiences they seek.
  + Part of the decision-making process for a majority of JMM policies and procedures after having become a member of the President's Executive Staff.
  + Maintain a strong working knowledge of and constant contact with all internal departments as well as customers of JMM, OraLine, and ESTI.
  + Engaged in external audits and customer procurement, retention, growth, and contract negotiations.
  + Retain a working relationship with JMM's Services Division and general knowledge of their

expertise.

* + Significant oversight of departments and companies with sales exceeding $10 million.

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**Director, Business Services, JM Murray,** January 2008 - August 2011

* + Directed internal dining operations as well as spool refurbishment work for Albany International Monofilament Plant and dunnage cleaning services for Borg Warner Automotive.
  + Accountable for all operations outside of the Route 13 facility requiring tight controls and oversight with more than 70 employees spread throughout the various departments and providing services 24 hours a day, 365 days a year in some departments.
  + Negotiated yearly contracts and obtained purchase orders for various services.
* Maintained profits in all departments with combined annual gross sales of approximately

$3 million.

**Manager, Field Services, JM Murray,** February 2001 - December 2007

* Added auditorium seating refurbishment, electrostatic painting, and transportation departments to my supervision.
* Successfully carved out auditorium seating refurbishment business from JMM's closed furniture refurbishment business by establishing subcontractors for the painting and upholstery work.
* Estimated and bid jobs within a 200 - mile radius of **JMM** and provided all coordination and logistics required to maintain timelines established through the contracts.
* Produced a profit on every j ob. Recommended closure of the electrostatic painting department after determining financial viability.
* Under my direction, Custodial Services continued to produce yearly profits and the transportation department, which included LTL and box truck services to all JMM customers, ran 6 days per week.

**Manager, Custodial Services, JM Murray,** July 1996 - January 2001

* Within 3 months under my management, the company's financial losses were successfully turned around.
* Profitability was obtained by restoring customer confidence, increasing quality through implementation of employee training, and enacting effective cost control measures.
* Sales increased by over 40 percent within my first year.
* Equipment and vehicles were upgraded and employee uniforms were introduced to improve company image.
* Expansion included moving into the Ithaca area and successfully acquiring state contracts for the Preble and Whitney Point rest areas. At its peak, net income exceeded $150,000 a year for the parent company.

# EDUCATION

**Bachelor of Arts Degree in Economics with Minor in Management**

*1986* - *State University of New York College at Cortland*