

# Dave Sears

Owner - Fresh Coast Market

Accomplished Operations Executive with a demonstrated record of exceeding profitability goals, turning around under performing units while driving increased revenues and market share.

✉ daveinpuremichigan@gmail.com

📞 231-313-4688

📍 Traverse City, MI

🌐 [linkedin.com/in/davesears](https://www.linkedin.com/in/davesears)

## WORK EXPERIENCE

### Owner

#### Fresh Coast Market

12/2017 - Present

Traverse City, MI

National award winning Speciality Food Market

*Achievements/Tasks*

- Transitioned a traditional convenience store into a National Award Winning Specialty Food Market.
- Started with 12 employees and now have over 60 and doubled sales from \$2mil to \$4mil in 5 years.
- Completely transformed the market including adding a world class coffee shop, launching a world class mobile app and adding over 10,000 new SKU's.

### Sr. Training & Communications Coordinator

#### Devon Energy

08/2013 - 12/2017

Oklahoma City, Oklahoma

Fortune 500 Energy & Exploration Company

*Tasks*

- I oversaw our IT Training Team that manages over 1,500 Business Applications for over 5,000 employees in the US & CA.
- SharePoint Administrator, I worked with our SME's and build and maintain numerous SP sites in our company.
- I worked with Executive VP's and Directors to coordinate large IT projects in our company.

### Regional Trainer - Multi-Unit Director

#### Starbucks Coffee Company

01/2008 - 08/2013

Oklahoma City, Oklahoma

*Tasks*

- Lead 3 different stores to turn arounds and double digit comps for over 5 years
- Won numerous awards for Sales, Profits, and Leadership
- Stores were always in top 10 in the region and one of my stores was in top 25 in the nation for drive through transactions
- Received award from Howard Schultz for organizing National Service Event with over 300 employees from 5 states and national media attention
- Trained all new Store Managers and District Managers
- Was Lean Lead for the region in implimenting and training other mangers on Lean principles

## SKILLS & COMPETENCES

Business Leadership



Sales/Operations



Food | Beverage | QSR | Retail



Team Building Expert



Hospitality | Customer Service



Project/Event Coordination



IT Leadership



## VOLUNTEER EXPERIENCE

### Founder - Chairman

#### Legacy Christian Homeschool Co-op

07/2021 - Present

Traverse City, MI

My wife and I founded Legacy Christian Homeschool Community. This homeschool co-op exploded in growth to over 50 families in the first year.

*Tasks/Achievements*

- Started the 501(c)3 non-profit from inception and now have a thriving self-sustaining organization with over 20 team leaders and over 150 attendees each week.

### Child Welfare Advocate

#### OK DHS

*Tasks/Achievements*

- I speak and advocate on behalf of children who are abused and neglected
- I worked with The State of Oklahoma to get litigation started to require additional training for teachers in schools to help them better understand how to support kids from trauma related backgrounds
- My wife and I adopted 4 kids, have a 5th adult child that we support and sponsor a child through Compassion International
- Worked with DHS leaders, State Legislature, and State Department of Education to help advocate for children in numerous situations

## WORK EXPERIENCE

### **Lead Pastor**

#### **Willow Creek Association Church**

2003 - 2010

Chicago, IL

##### *Tasks*

- Oversaw Neighborhood Ministry for satellite campus of third largest church in US, while going into area communities and working with local officials to improve local neighborhoods.
- Raised close to \$140,000 in support for ministry through internal and external supporters.
- Oversaw all aspects of non-profit organization from incorporation, fundraising, marketing, finance, training & development, etc.

## ACHIEVEMENTS & CERTIFICATES

### **Presidents Award- Starbucks Coffee Company**

*Award by Howard Schultz for organizing 5 state community relief event with national media attention.*

### **20 Years experience in Training/Coaching/Development**

*Substantial background in both IT and Soft skills training | Regional Store Manager Trainer | Corporate Loss Prevention Trainer*

### **15+ Years experience in Retail/QSR/Executive Store Operations**

*Turn around & change management expert | Leader of 150+ employees & managers | Managed budgets in excess of \$12 million*

### **Devon Energy Leadership Program**

*Chosen as one of 12 people in the company for Devon's Leadership program in 2015*

### **Personal Values**

*Strong Work Ethic | Integrity | Family | Servant Leadership | Flexibility | Community | Entrepreneurial | Humor-Fun*

### **Core Competencies**

*Forward thinking | Customer Oriented | Building Collaborative Relationships | Analytical-Strategic Thinking | Developing Others | Managing Performance*

## EDUCATION

### **BS Business Leadership**

#### **Cornerstone University**

08/2002 - 05/2005

##### *Courses*

- Business Leadership classes
- HR, Operations, Team Leadership
- Deans List, Honors, 3.65GPA

### **High School Diploma**

#### **Southside Christian School**

09/1995 - 06/1990

## VOLUNTEER EXPERIENCE

### **Oklahoma Tornado Relief Leader**

#### **Starbucks**

##### *Tasks/Achievements*

- Organized weekly volunteer events for Starbucks for all area employees after massive Moore, OK tornado & received national recognition and award.

### **Tutor**

#### **Oklahoma City Public Schools**

##### *Tasks/Achievements*

- Served in the child tutor program where I tutored inner city kids in their schools each week in math and reading.

## ORGANIZATIONS

### **Legacy Christian Homeschool (06/2021 - Present)**

*Founder - Chairman of the Board*

### **Life.Church - Team Leader - Volunteer (01/2010 - 01/2021)**

*Community Team Leader - Volunteer*

## HONOR AWARDS

### **National Market of Distinction (06/2021 - Present)**

*Fresh Coast Market*

- We were awarded the National Market of Distinction from Boar's Head, the #1 Deli purveyor in the US. This award is rare and has only been giving out 40 times in the last 20 years nationwide.

## LANGUAGES



English



Spanish

## INTERESTS

Adoption

Mentoring

Running

Golf

Reading

Nature

Consulting