

BRIAN STUTZMAN

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VISION STATEMENT

Successful business leader with over 15 years of professional experience in business ownership, empowering leadership, strategic planning, and operational management. Seeking a role in leadership development, program management, or operational leadership for an established company.

WORK EXPERIENCE

Owner & Managing Partner, BlueGrace Logistics Indy

Jan 2015 - Mar 2024

- Launched, managed, and sold the business.
- Oversight and implementation of \$5MM+ business budget.
- Hired, trained, and lead a staff of up to 8 people.
- Personally generated \$2MM+ annual sales as part of the initial sales team.
- Participated in planning of and executing strategic business opportunities such as service offerings, marketing, staff development, and much more.
- Facilitated payments for all accounts payables and collection of all accounts receivables while managing cash flows with a \$250k line of credit.
- Implemented the Entrepreneurial Operating System (EOS) for the leadership team.
- Strategically managed and executed building a proprietary web application for internal and external uses improving operational efficiency up to 73%.
- Achieved customer savings up to 50% annually with a data collection, analysis and visualization product utilizing Tableau and Microsoft Powerapps.
- Arranged and coordinated the full M&A process through a business sale.

Sales & Service Representative, Pacers Sports & Entertainment

Sep 2008 - Dec 2014

- Sold Season Ticket, Groups & Premium Seats, and Concert Event packages.
- Managed \$4MM+ in Season Ticket Holder book of business.
- Facilitated annual hiring and managing of 2 department seasonal interns.

EDUCATION

Bachelors of Science in Sport Administration

Sep 2004 - May 2008

Ball State University

- Specialization in Business Management.

VOLUNTEER WORK

- Northview Church Grounds Crew
- Northview Church Miracle Prayer Team
- Circle City Relief
- Foster Parents Care Community
- Mission Trip to Costa Rica

INTERESTS

- Business
 - Business Intelligence
 - Data Analysis
 - Full Stack Web Development
- Personal
 - Spiritual, physical, mental health
 - Podcasts and reading
 - Family travels and experiences