

# ROBERT STEDMAN

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## Experience

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### Jacksonville Signs & Graphics

May, 2022 - Present

Project Manager

- To keep skills sharp and share my talents, working part-time while patiently changing careers
  - Project manager for vinyl installs, vehicle wraps, and sign packages
  - Complete site surveys, installs, and sales leads
  - Tasked with switching the company over to a more complete CRM and workflow system
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### Visual Installations

July, 2019 - April, 2022

Operations Manager

- Responsible for increasing sales growth by over 400% during my tenure
  - Surpassed goals every year for company bonus
  - Personally responsible for expanding sub-contract relationships from under 20 to over 200
  - Prepared all quotes, logistics, and scheduling with sites such as Whole Foods, Michael Kors, TIAA Bank Field (Jacksonville Jaguars), Walmart, Publix, and hundreds of others.
  - Acted as recovery installer during the pandemic and assembled plexiglass teller protection for every Chase Bank from San Diego to Los Angeles, while fulfilling operational manager duties
  - Logistics coordinator for all heavy equipment and travel arrangements per work site
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### Stedman Art

December, 1997 - June, 2019

Co-Owner / Production Manager

- Managed all vendors for large art projects with Disney, Marriott, Hilton, and hundreds of others
  - Personally printed, framed, and shipped over 10,000 pieces of canvas art
  - Worked one-on-one with designers and customers in the art showroom
  - Prepared all quotes, from large-scale resort projects to custom gallery sales
  - Responsible for all logistics on art projects, from thousands of pieces to small, palletized orders
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### Mississippi State University

January, 1995 - December, 1997

Facilities Crew

- Handled set-up and staging for most campus events ranging from an athletic press conference to private parties at the home of the university president
  - Coordinated alumni events during athletic game-days and responsible for many educational department and faculty moves around campus
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## Honors and Other Experience

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- Chosen 2015 "Distinguished Alumni of the Year" for St. Richard School
  - Regular columnist for The Northside Sun, the most popular social newspaper in Jackson, MS
  - Active volunteer with Hope Therapy for special-needs children and veterans (with horse therapy)
  - Co-Owner of The Summit Group, a landscape maintenance company for a large commercial and residential development
  - Nominated and served on the Advisory Board for St Richard Church
  - 5 years as an active volunteer for Hospice Ministries in Ridgeland, MS
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## Education

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### Mississippi State University

Bachelor of Business Administration