

Russell B. Renihan

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General Manager—Transportation Services

Key Skills & Qualifications

Region-Wide Operational Management	Budgeting & P/L Responsibility
Employee Hiring, Mentoring & Motivation	Account Management & Business Development
Facilities Leasing, Management & Maintenance	Regulatory Compliance & Risk Management
Strategic Partnership Development	New Product & Service Line Development
IT System Selection, Purchasing & Deployment	Cost-Reduction & Quality Initiative Leadership

Professional Experience

Regional Manager | ORCA TRANSPORT

Seattle, WA—2003 to Present

Report to SVP in Canadian HQ and hold responsibility for overseeing all of Orca Transport's operations across the State of Washington. Currently manage 500 employees in 120 separate locations, including 30 direct reports in finance, operations, marketing, transportation, maintenance, and human resources.

Primary Responsibilities:

- Hold \$15M+ in P&L responsibility; accountable for all revenue production throughout territory.
- Develop regional operating plans/budgets, monitoring and assuring successful performance to plan.
- Manage relationships and real estate contracts with 120 separate corporate partners/landlords including Microsoft, Starbucks, Interwest Bank, City of Bellevue, and Expedia.
- Perform hiring, training, mentoring, evaluation, and disciplinary functions for a large multi-cultural workforce, continuously fostering teamwork and organizational pride among all team members.
- Lead all marketing, selling, and client retention efforts within the region, keeping close tabs on all market trends, economic issues, and competitor strategies that might impact revenues.

Highlighted Accomplishments:

- Have consistently delivered 35% above assigned revenue targets, year over year.
- 100% client retention rate; recognized as a role model in building effective account relationships.
- Average 94% compliance score on Sarbanes-Oxley audits, compared to 87% corporate average.
- Built a groundbreaking new relationship with Microsoft, negotiating an exclusive deal to serve as the Transportation Solution Provider for their rapidly-expanding 148th Street campus.
- As part of above deal, orchestrated a complex, cost-effective transportation package that includes parking facilities, shuttle service, and development/launch of a related mobile transportation app.
- Conceptualized and launched a new corporate division—Orca Maintenance—that turned a profit in the very first year of operation and has already doubled its revenues in the second year.
- Implemented region-wide deployments of Concur, Hyperion, Salesforce, and other ERP software.
- Superior performance record; have "exceeded expectations" in every review, 10 years running.
- Selected for "High Potential Candidate" leadership development program, aimed at future VP role.

Marketing Manager | LEAF GROUP

Phoenix, AZ—2002 to 2003

Worked as an independent consultant in the real estate and hospitality management field, leading operations, marketing, and tenant recruitment efforts for a high-end retail complex in Phoenix, in addition to serving as GM of the Celebrity Cafe (owned by Jennifer Lopez and Michael Cera).

Education & Community Service

B.S. Degree Coursework, Business Management | Boston Junior College

Volunteer, ChildNest: non-profit that assists children who have fallen out of the foster care system

Member & Former Board Member, Building Managers Society (Seattle and Arizona Chapters)

Worked with governor of Arizona and mayor of Phoenix on civic projects and economic development