

Malda Gitelson

Business Leader

Profile

A dynamic and accomplished Business Leader with 10 years of experience in driving strategic growth and operational excellence across diverse industries. Proven track record of delivering strong financial performance, fostering innovative solutions, and building high-performing teams. Adept at identifying new business opportunities and forging long-lasting partnerships to ensure sustainable success. Committed to continuous improvement and excellence, leveraging exceptional communication and leadership skills to inspire and motivate teams towards achieving exceptional results.

Employment History

Business Leader at Walmart Inc., AR

Feb 2023 - Present

- Successfully increased annual revenue by 15% in 2019, resulting in a growth of over \$50 million for the Bentonville, AR location through strategic marketing initiatives and improved customer experience.
- Streamlined supply chain operations, reducing overall costs by 10% and saving the company \$25 million in 2018 by implementing innovative inventory management techniques and optimizing warehouse processes.
- Led a team that successfully launched a new e-commerce platform in 2020, attracting over 500,000 new customers within the first six months and increasing online sales by 20%, contributing to a total revenue increase of \$30 million.

Senior Business Manager at J.B. Hunt Transport Services Inc., AR

Sep 2021 - Dec 2022

- Successfully increased overall revenue by 15% in a single fiscal year, resulting in an additional \$20 million in profits for J.B. Hunt Transport Services Inc., AR.
- Implemented a comprehensive cost reduction strategy that led to a 10% decrease in operational expenses, saving the company over \$5 million annually.
- Spearheaded a major client acquisition initiative, securing 30 new long-term contracts and expanding the company's client base by 25% within two years.

Business Manager at Murphy USA Inc., AR

Sep 2013 - Jul 2021

- Implemented cost-saving measures that reduced operational expenses by 15%, resulting in annual savings of over \$500,000 for Murphy USA Inc., AR.
- Successfully led a team of 20 employees, increasing overall productivity by 25% and contributing to a 10% increase in annual revenue within two years.
- Oversaw the negotiation and acquisition of a key business partnership, which led to an increased market share by 8% and generated an additional \$1 million in annual revenue for the company.

Details

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Links

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

Skills

Negotiation

Decision-making

Delegation

Time-management

Salesforce proficiency

Microsoft Excel mastery

Conflict resolution

Languages

English

Italian

Hobbies

Collecting rare books

Attending art exhibitions

Wine tasting and collecting