

SEAN BENNETT

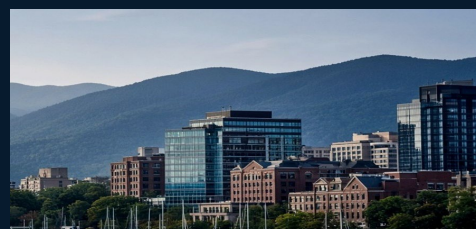
LEADERSHIP | OPERATIONS | P&L | GROWTH

Building Accountable Teams.

Strengthening Operations. Delivering Results.

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LEADERSHIP



OPERATIONS



GROWTH



RESULTS

Senior operations leader with 15+ years of experience directing multimillion-dollar operations, developing accountable teams, and improving financial, service, and organizational performance.

Combines full-site P&L ownership with workforce leadership, customer retention, contract execution, and cross-functional operational management.

MULTI-MILLION P&L

97%+ RETENTION

120% SALES PLAN

PRESIDENT'S CLUB

LEADERSHIP EXPERTISE

P&L Management | Budgeting & Cost Control | Workforce Leadership | Operational Strategy | Customer Retention
KPI & Performance Management | AR & Working Capital | Contract Negotiation | Project Management | Cross-Functional Leadership

PROFESSIONAL EXPERIENCE

UNIFIRST CORPORATION | Winooski, Vermont | 2014 - 2026

Location Manager | February 2019 - August 2026

- Owned full P&L for UniFirst's multimillion-dollar Vermont operation, with accountability for budgeting, profitability, workforce leadership, sales, customer operations, compliance, and retention.
- Maintained customer retention at 97% or higher, protecting recurring revenue, location profitability, and long-term commercial and public-sector relationships.
- Delivered 120% of sales plan and earned President's Club by aligning sales planning, account development, and operational execution.
- Implemented KPI scorecards that strengthened performance accountability, AR follow-up, spending discipline, and profit management.
- Maintained service continuity and led customer recovery during persistent labor and production constraints through recruiting, employee development, and scheduling.
- Coordinated commercial and public-sector contract execution across sales, service, production, finance, and administration to protect revenue and compliance.

District Service Manager | July 2014 - February 2019

- Led route operations, frontline performance, retention, account growth, and service profitability across a geographically dispersed Vermont book of business.
- Recruited, trained, and coached route teams against service, safety, renewal, growth, and customer-experience standards.
- Negotiated customer agreements and partnered across sales, production, and administration to resolve escalations, protect recurring revenue, and maintain service continuity.

G.W.S. | Project Manager / Marketing Coordinator | September 2011 - July 2014

- Led cross-functional projects, vendor relationships, budgets, and marketing programs that increased new business by 20%.

EDUCATION AND PROFESSIONAL DEVELOPMENT

MBA, IT Management Concentration | Champlain College

B.S., Business Administration and Management | Castleton University

A.S., Sports Administration | Castleton University

UniFirst Management Institute | 2023