

# Luke Foley

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## BUSINESS CONSULTING

### Specialized in: Strategic Planning, Process Improvement, and Team Leadership

Engaged, motivated leader and recent graduate with experience developing and implementing business strategies including business development, management, consulting, marketing, and startup operations. Collaborative communicator demonstrating ability to partner with clients and leaders to align and achieve mutual goals. Analytical professional skilled in leveraging data to implement process improvements and drive organizational change.

Business Development | Team Leadership | Process Improvement | Client Relationships | Training & Development  
Regulatory Compliance | Marketing | Customer Service | Team Leadership | Task Delegation | Operations

### Education, Professional Development & Affiliations

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**Bachelor of Business Administration, Management** – Harding University, 2018

### Professional Experience

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**Receiving Dock Unloader** – Walmart Distribution Center | Searcy, AR, 2018 - Present

Facilitate the efficient unloading of received products including recording freight received, warehouse labeling for storage, and maintaining a clean receiving dock to ensure compliance with safety regulations.

- Identified opportunities and made recommendations to improve network connections for increased computer speeds and reduced network crashes.

**Intern, Startup Business** – Oasis Car Wash | Searcy, AR, 2018 – 2018

Led startup operations including business development, marketing, and innovation serving more than 100 clients during opening and growing rapidly to more than 1.5K clients exceeding 6-month goals for revenue in less than 2-months.

- Conducted industry research, facilitated research team meetings, and presented findings and recommendations.
- Developed and implemented marketing strategy including content creation for use in newspapers, local magazine ads, Google Ads, and website.
- Recognized for outstanding performance with a job offer after internship/graduation.

**Assistant Manager** – Harding University, Ganus Athletic Center | Searcy, AR, 2016 - 2018

Oversaw facility operations providing a friendly, energized environment and maintaining safety standards within guidelines for a 45K sq. foot gym serving more than 2k clients by inspecting equipment, monitoring number of clients in gym, training staff, scheduling, budgeting, and documenting issues.

- Participated in weekly management meetings to discuss areas of opportunity and solutions such as equipment relocation and aligning staffing with client volume.
- Provided engaged, supportive leadership to staff including coaching and performance management.

**Landscape Foreman** – Sargent's Landscape Nursery | Rochester, MN, Summers 2015 - 2017

Directed landscaping operations with up to 3 staff members managing landscape maintenance and hardscape install projects for 120 clients with a total value of \$210K.

- Provided engaged leadership to staff leveraging knowledge of skills to delegate tasks with a focus on productivity and employee development.
- Developed strong client relationships ensuring activities aligned with client requirements to deliver exceptional results.

**Team Member** – Chick-fil-A | North Myrtle Beach, SC, 2014 - 2014

- Contributed to team development of an improved process to bread chicken reducing customer wait time and leading to setting 6 lunch hour sale records of \$20K+.