

Contact

rich@mwmkt.com

www.linkedin.com/in/rich-t-70223178 (LinkedIn)

Top Skills

Retail Operations

Retail Technology

Retail Management Systems

Rich Tate

Owner, M&W Markets

Boise, Idaho, United States

Experience

StoreGenius

Advisory Board

April 2022 - Present (2 years 7 months)

Boise, Idaho, United States

M&W Markets

10 years 2 months

Executive Vice President of Operations

August 2018 - Present (6 years 3 months)

Boise, Idaho, United States

Rich has a proven track record in the grocery industry, driving technology integration and building solid teams that have caused considerable sales and gross profit growth. He is skilled in streamlining operations and enhancing efficiency through innovative solutions and robust systems and has successfully integrated cutting-edge technologies to support seamless operations and improve inventory management, supply chain optimization, and customer experiences. By leveraging data-driven insights and market analysis, Rich has developed and executed strategies to drive sales growth, exceed targets, and capitalize on emerging trends. With a focus on pricing optimization, cost management, and strategic procurement practices, he has developed systems that lead to exceptional growth. As a collaborative leader, Rich fosters a culture of teamwork and innovation, empowering cross-functional teams to achieve results. With a focus on technology, operational excellence, and financial acumen, he is dedicated to delivering sustainable growth and profitability in the grocery industry.

Director of Operations

September 2014 - August 2018 (4 years)

Boise, Idaho, United States

As a retail operations executive, Rich excels in driving grocery operations' strategic and tactical direction while developing in-store and above-store leadership. He prioritizes sales growth and gross profit, consistently achieving substantial gains. Rich implements effective strategies to optimize store operations, enhance customer experiences, and maximize profitability,

leveraging his industry knowledge to identify critical areas for improvement and leading teams to surpass revenue targets. He develops high-performing teams through strong leadership and mentorship, fostering growth and employee engagement, and implements comprehensive training programs to equip leaders at all levels for success. Rich executes successful pricing, promotion, and merchandising strategies using data-driven decision-making, market analysis, and consumer trends. He is a results-oriented retail operations executive with a proven track record of driving impactful outcomes, excelling in leading teams, fostering growth, and driving financial success.

YMCA of Pierce and Kitsap Counties

Associate Executive Director

January 2011 - September 2014 (3 years 9 months)

Bremerton, Washington, United States

Experience in working closely with community stakeholders to develop high-impact initiatives, developed, implemented, and managed branch operating plans to promote Membership, Group Exercise, Aquatics, and Youth Sports growth. Responsible for financial management that sustains the Y's nonprofit business model while maximizing growth potential. Served as a branch leader that valued and supported the many facets of philanthropy as an essential component in achieving the Y's mission.

Education

University of California, Berkeley

Bachelor of Arts (B.A.), Art Practice, Business Administration · (1998 - 2003)

The College of Idaho

Bachelor of Arts (B.A.), Business Administration and Management · (2005 - 2007)