

Jonathan Mhoon

📍 Lubbock, TX 📞 806-724-6428 ✉ jonathan.k.mhoon@gmail.com 🏢 VP Operations

SUMMARY

Results-driven operations executive with over 17 years of progressive leadership in multi-site logistics operations and business management. Expertise in operations strategy, safety and compliance, and budgeting with a proven ability to lead large teams and manage \$50M+ annual operating budgets. Adept at aligning business and operational planning with strategic goals to drive performance, scalability, and regulatory adherence across distributed facilities.

EXPERIENCE

Owner and CEO | Under the Mhoon Ranch Landscaping

11/2024 to Present

- Founded and scaled a landscaping business startup from \$0 to \$160K in annual recurring revenue within 12 months.
- Planned and managed all aspects including sales, marketing, vendor management, dispatching, and AP/AR. Boosted gross profit margins through vendor negotiation and operational efficiencies.
- Responsible for the hiring, training and development of all employees. Created a high-performance culture.
- Cultivated \$6K in monthly sales within 60 days of launching. Increased customer base by 70% through targeted marketing strategies and product-market fit refinement.

Director of Final Mile Operations | NXTPoint Logistics

06/2018 to 11/2024

- Led strategic planning and execution of operational KPIs across 15 different asset facilities in 5 different states as well as a national 3PL agent network covering 90% of all US zip codes; ensuring consistency in performance and optimization of cost-per-stop to 30% ROI.
- Increased annual operating revenue above \$50M through acquisition of client contracts with Restoration Hardware, Tempur Sealy Inc., Wayfair, The Home Depot, and GE Appliances.
- Implemented monthly reviews of operating and financial performances to drive organizational excellence and ensure all 450+ employees and contractors adhered to local, state, and federal guidelines and regulations, including OSHA standards.
- Cultivated relationships with new and existing customers resulting in restored faith of our organization from previous leadership; led to expansion opportunities across multiple markets and more favorable contract negotiation.

General Manager | Kemo'o Farms Pub and Grill

12/2014 to 06/2018

- Oversaw daily FOH and BOH operations, ensuring compliance with health, safety, and hygiene regulations.
- Responsible for the recruiting, training, and mentoring of a team of 28 staff, fostering a high-performance, hospitality-first culture, leading to 95% staff retention.
- Implemented new POS system technologies, improving order accuracy and service speed. Reduced waste and improved food and beverage costs with inventory and auditing processes.

Vice President of Mobility Operations | United States Army

06/2002 to 12/2014

- Coordinated movement logistics for military personnel and vehicles through ground, rail, sea, and air transportation; resulting in the mobilization and deployment of 600+ personnel and \$400M+ in equipment with 100% accountability and zero damage during transport.
- Increased operational readiness by implementing preventative maintenance and logistical processes; improving deployment readiness during complex operations and high stakes moves.
- Senior executive assuming responsibility for the control and success of 500+ combat operations in a high paced environment demanding effective and quick problem-solving skills; maintained effective communication, in real-time, across multiple digital means while processing raw data into researched, analyzed and actionable intelligence.
- Led daily operations of 600 military personnel, 2 Iraqi Police Stations, civilian contractors, and non-government organizations; directly supervised all leaders in successful accomplishment of priority tasks and missions in accordance with multiple directives from higher headquarters.

EDUCATION

Staff Sergeant | United States Army

2002 to 2014

Awarded the Bronze Star; 43 months deployed in support of OIF

High School Diploma | Lubbock Monterey High School

2002

Final GPA: 4.5 on a 5.0 Scale

SKILLS

Strategic Planning

Process Improvement

Problem Solving Skills

Business and Operational Planning

**Budget Management and P&L
Ownership**

Incident Management and Response

Operations Strategy

Budgeting

D.O.T. Compliance

Policy Enforcement