

# Doug Bitter

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## *Objective:*

To mobilize a product management team in a strategic manner leveraging my extensive home improvement experience

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## *Professional Experience:*

### **RONA Quebec**

NATIONAL NEGOTIATOR-PROCUREMENT TEAM

(2014-2015)

Reports to the National Director of Procurement-Building Materials

- Set the agenda for millwork negotiations nationally
- Oversaw and managed all millwork vendor buying agreements
- Responsible for hiring and mentoring assistant negotiator
- Managed the LBM relationship and rebates for English speaking affiliated dealers across Canada

### **RONA Ontario Inc**

REGIONAL MERCHANDISER – BUILDING MATERIALS AND MILLWORK

(2003-2014)

Reported to the VP Merchandising Proximity and Box stores.

- Member of national negotiating team representing needs of Ontario and Atlantic regions
- Managed all regional vendors and programs for Ontario.
- Provided support to the dealer network and corporate stores for all LBM products
- Developed and implemented regional selection and planograms
- Represented and supported secondary categories; paints, plumbing, flooring, electrical, tools

### **Revy Ontario Inc (purchased by RONA)**

STORE MANAGER

(1995-2003)

Reported to the Vice President – Retail Operations; Ontario

- Responsible for all aspects of store operations.
- Managed stores ranging in size from 5K sq ft to 45K sq ft and sales volume from \$8M to \$23M.
- Achieved store of the year recognition three separate years
- Opened the Martin Grove store and Direct Delivery Centre

### **Lansing Buildall (purchased by Revy)**

SALES MANAGER

(1990-1995)

Reported to the Store Manager

- Responsible for all aspects of store sales team management
- Scheduling within budgeted wage dollars

### **Lansing Buildall**

Human Resource Administrator

Reported to the Branch Manager

(1987-1989)

- Responsible for all aspects of store team recruitment and training at the store level
- Oversaw store implementation of electronic order entry system

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## *Education and Professional Development Course*

Procurement on line National Contract Management Association  
French Language Bacculaureate Level 2  
Friedman Group – Retail Management  
Dale Carnegie Effective Speaking and Sales Management  
University of Toronto, Bachelor Degree of Commerce and Finance  
Ontario Secondary School Honours Graduation  
Ontario German Secondary School Graduation

## *References*

Available on request