

ANDREW (AJ) GAMBLE

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PROFESSIONAL SUMMARY

Performance-driven professional with over 5 years of inside sales management experience, 6 years in production planning, and a strong background in manufacturing operations. Highly adaptive fast-learner with a proven track record of optimizing supply chains, managing high-profile customer relationships, and leading top-performing sales operations that have driven multi-million-dollar revenue growth.

PROFESSIONAL EXPERIENCE

Inside Sales Associate II — Industrial Splicing & Sling | Tulsa, OK

2024 – 2026

- Responded to high-volume RFQs efficiently and reviewed technical submittal drawings to ensure precise specifications.
- Sourced lifting and rigging materials from national vendors to secure optimal cost points and maximize profitability.
- Prepared, scheduled, and routed production work orders directly to the shop floor to streamline manufacturing workflows.
- Actively managed high-profile customer relationships and oversaw complex project lifecycles from quote to delivery.
- Recognized as the #1 top performer in annual sales volume, generating \$1.2M in sales.
- Led the team in total number of individual orders and quotes processed.

CNC Machine Operator — Wood Systems | Tulsa, OK

2023 – 2024

- Set up and operated CNC machinery to manufacture precision wood components in strict adherence to quality and safety standards.
- Interpreted production tickets and technical documentation to guarantee exact dimensional accuracy on finished products.
- Partnered closely with shop floor teams to maintain efficient workflow, troubleshoot bottlenecks, and minimize machine downtime.

CNC Machine Operator — Southern Millwork, Inc. | Tulsa, OK

2017 – 2023

- Operated and managed Sellex 48 and Cosmec 250 horizontal mills, executing precision cuts and maintaining continuous production efficiency.
- Performed routine preventive maintenance and managed tool carousels, regularly swapping fresh tooling to minimize downtime.
- Reviewed engineering blueprints against output tickets to ensure exact dimensional accuracy using micrometers and calipers.

Manager of International Operations & Inside Sales — The Crosby Group | Tulsa, OK

2011 – 2015

- Supervised the International Customer Service department and managed custom global projects.
- Coordinated complex project cost estimates and maintained strict budgetary oversight and financial control.
- Developed and implemented a comprehensive Strategic Sourcing and Supplier Management Plan to streamline operations and vendor relations.
- Collaborated on global business strategy as an active participant in monthly executive management meetings.

Accounts Payable Clerk — Helmerich & Payne, Inc. | Tulsa, OK

2010 – 2011

- Managed full-cycle accounts payable processing for assigned territory and accounts, ensuring accurate 3-way matching of purchase orders, receiving documents, and vendor bills.
- Served as primary point of contact for domestic and international vendors, resolving pricing discrepancies, billing errors, and payment inquiries to maintain strong supply chain relationships.
- Utilized ERP software (SAP) to code, route, and enter invoices while maintaining strict adherence to internal controls and approval matrixes.

Production Planner — McKissick Products (The Crosby Group) | Tulsa, OK

2007 – 2011

- Reviewed daily production output reports and managed master production schedules, proactively analyzing work order variations (pull-ins/push-outs).

- Prepared and processed shop work orders post-costing, ensuring strict adherence to production budgets and manufacturing tolerances.
- Coordinated cross-functionally across departments — shop floor, inventory control, and sales — to ensure on-time delivery metrics were consistently met.

EDUCATION

Bachelor of Business Administration in Accounting — Oklahoma State University | GPA: 3.8

Obtained at night from OSU-Tulsa while working full time as a Production Planner — a testament to work ethic and time management.

Project Management Coursework — The University of Tulsa

CORE SKILLS

Sales & Business Development: B2B sales, deal closing, prospecting, achieving sales targets, negotiation, customer relationship building, CRM proficiency

Operations & Production: Production planning, capacity planning, work order management, demand forecasting, Lean manufacturing, Kaizen, Kanban, 5S, quality control

Supply Chain & Procurement: Vendor negotiation, strategic sourcing, purchase order management, inventory control, supplier audits, cost estimating

Technical & Manufacturing: CNC machining/milling, blueprint reading, precision measurement (micrometers, calipers), first article inspection, stainless steel fabrication

Systems & Software: ERP systems (SAP), Microsoft Office (Excel, Word, Outlook), SharePoint, warehouse management systems

Leadership: Team management, stakeholder relations, cross-functional communication, employee development, project management

ADDITIONAL INFORMATION

Authorized to work in the US for any employer | Valid Driver's License | Spanish – Intermediate