

Jim McCarthy
3928 E Ridgeview St.
Springfield, MO 65809
417-839-1607

Summary:

Grateful for experience earned during rewarding career with a Fortune 100 company and for continued opportunity to apply values of Integrity, Trust and Respect, Passion to Succeed and Driving Creativity.

1960 – Present Soccer Resume

1960 – 2005: Player from grade school to the age of 50. I played in various leagues from CYC to Senior Amateur Soccer.

1999 – 2001: Coach for my son's team in Springfield, MO

2001 – 2020: USSF Referee. Attained State Referee Badge.

2002 – 2006: Referee Assignor for all competitions at Lake Country Soccer in Springfield, MO. On the assigning team for the Missouri State Cup competition for 5 years.

2003-2004: President of Lake Country Soccer. Upgraded indoor facility by adding a futsal field, new turf on the indoor field and constructed new offices and updated the concession area.

2003 – 2006: District commissioner on the Missouri Youth Soccer Association Board.

2011 – 2013: League and tournament scheduler for Lake Country Soccer.

2013 – 2022: President of the Missouri Youth Soccer Association

Highlights as President:

We paid off \$285,000 loan from US Youth Soccer in 2015; four years early.

We created financial policies for monitoring our accounts payable and cash.

Maintained player and coaches fees from 2013 through today.

Convenience fees increased for competitive players to support grassroots coaches though payment of their background checks and coaching fees.

Interim league commissioner of Midwest Regional League in the spring of 2016

Professional Experience:

October 1979 – February 2012 Altria Group Distribution Company

October 1979: Sales representative in St. Louis, MO area selling to 150 retail accounts the marketing programs and promotions within my territory.

April 1986: Promoted to Area Manager in western Tennessee selling our marketing programs and promotions to key chain accounts in the wholesale and retail trade.

January 1989: Unit Manager with responsibility for 10 people along with maintaining responsibility of 50% of the wholesale and chain accounts.

December 1992: My leadership journey continued when I was promoted to District Manager with responsibility for portions of 5 states directing the sales activities of 30 Territory Sales Managers, 3 Senior Account Managers and 7 Unit Managers. Wholesale distributor account sales in my district were \$350 million when I retired in 2012. Retail sales were approximately \$450 million.

Creation of the district selling and implementation plans with management team for all Philip Morris USA, US Tobacco and John Middleton brands to 6,000+ retail stores.

January 2007: Assigned responsibility of our recruiting efforts at the University of Missouri-Columbia which was one of 25 targeted schools in the nation. In 2006 we were ranked in the bottom third of all recruiting schools. At the end of the 2009 school year we were ranked in the top five. In 2010 and 2011 the University of Missouri was the top rated school.

My district was also recognized for having the most people promotions three years running in our sales region and 2 of those years having the most promotions in the nation.

February 2012: Retired from the company.

Education: University of Missouri – St. Louis
BS Business Administration December 1979

Personal: Married 36 years – Son and Daughter
Enjoy grand kids, reading, pickleball, golf

Computer Skills: Proficient with PowerPoint, Excel, Word, Email