

Bill Fountain

Strong Leader with an Entrepreneurial Mindset and a Passion for Helping Others Achieve their Goals. For more information, please check out my website at www.BillFountain.com where you can reach out directly or schedule a meeting.

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I am a highly motivated leader with a passion for helping people and businesses succeed in meeting their goals and objectives. I'm well-organized, foster both an analytical and creative mindset, and have a wide range of skills that can be applied to nearly any sort of leadership or technical position.

Authorized to work in the US for any employer

Work Experience

Certified Personal Trainer & Nutrition Coach

Self-Employed - Lake Villa, IL

June 2021 to Present

Work with individual clients to help achieve their unique health & fitness goals through planning and programming using my education, skills, and knowledge as an NASM Certified Personal Trainer & Nutrition Coach.

I also have certifications as a Youth Exercise Specialist, Weight Loss Specialist, Physique & Bodybuilding Coach, Women's Fitness Specialist, Virtual Coaching Specialist, and a Behavioral Change Specialist.

As a self-employed trainer, all of the business responsibilities lie with me, including but not limited to client recruitment, marketing, sales, client relationship management, financial management, content development, website design & development, client-side application development, and more.

Terminal Manager

Quality Carriers - Kenosha, WI

January 2018 to Present

Oversee all daily aspects of terminal operations for nationwide & international bulk chemical logistics.

- Lead a team of 7 operational support staff, 6 Union Mechanics, and 35 Union OTR CDL Drivers handling everything from hiring & onboarding to enforcing corrective action while maintaining strong employee relations and retention in a Union environment that is tightly governed by Collective Bargaining Agreement
- Provide mission-critical reporting & analytical support to both internal and external customers managing multiple databases operating on a variety of platforms.
- Develop & maintain web-based customer portals and internal dashboards that guide operational and financial decision making.
- Build and maintain strong customer relationships ensuring best-in-class service and strategically placing our terminal into an indispensable position with our largest customers
- Train employees, contractors, and customers on proper procedures around various aspects of safety and operations
- Responsible for operational safety, efficiency, environmental compliance, and profitability ensuring that multiple targets in all facets of the operation are met and/or exceeded

- Serve as incident command as needed during chemical emergencies including taking charge on accident scenes, working with participating first responders, and physically transloading products between damaged and stable tankers

Web Developer, Database Admin, Business Analyst, & Graphic Designer

Self-Employed - Lake Villa, IL

January 2010 to Present

Perform various services for business clients including web design & development, data analysis & reporting development, forecasting, consulting, digital marketing management, and graphic design.

- PHP / MySQL / JavaScript programming
- HTML / CSS coding
- Graphic Design
- Facebook & Instagram Marketing
- Google Ads Center Management
- Google Analytics Management
- Develop custom, web-based reporting solutions utilizing client data combined with PHP, MySQL, Google Charts, and Power BI to take raw data and put it into useful & understandable formats for high-level leadership
- Design & Produce Promotional Products (shirts, mugs, bags, etc.)
- Design & produce signage, decals, etc. for multiple business use-cases

Safety & Compliance Manager

Quality Carriers, Inc. - Bristol, WI

November 2015 to January 2018

Oversee the daily safety and compliance side of operations for nationwide bulk chemical transportation.

- Ensure compliance with OSHA & DOT Regulations across a fleet of 35+ Union Company Drivers
- Ensure compliance with all company and customer policies
- Ensure compliance within dispatch operations
- Work with customers to ensure safe working environments for drivers at all external locations
- Build and maintain positive working relationships and a strong sense of trust with drivers, customers, office staff, and mechanics to maintain open lines of communications around any issues that may arise
- Develop & maintain web-based customer reporting systems and internal dashboards
- Set up & maintain MySQL & MS Access databases to store data for dynamic reporting solutions

CDL Driver/Trainer

Quality Carriers, Inc. - Bristol, WI

June 2010 to November 2015

Transport bulk chemicals across the US and Canada while maintaining strict adherence to all safety & hazardous material regulations and training new drivers as they come onboard at the terminal.

- Safely & efficiently deliver loads in the continental US and southern Canada
- Adhere to all safety standards and DOT regulations regarding equipment standards and hours of service regulations
- Utilize strong attention to detail, especially on shipments of hazardous materials, to ensure public safety and preparedness in the event of emergencies
- Work with new drivers to train on all of the above and prepare them to take on the job on their own
- Maintain excellence in customer service ensuring timeliness and efficiency
- Maintain strong working relationships with management and dispatchers to ensure efficiency in day-to-day operations.

CDL Driver

United Van Lines - Gurnee, IL

July 2007 to December 2009

Transport individual customer belongings across the US and Canada for household relocations.

- Hire local crews of independent contractors on location for the purpose of loading and unloading semi-trailers with customer furniture and other belongings
- Complete inspection & inventory for all shipments to ensure accurate deliveries and aid in the event of customer claims
- Unload into / pick orders from multiple warehousing locations
- Perform general maintenance on tractor & semi-trailer as needed
- Operate under DOT regulations and ensure compliance with all state and federal laws

Sales Consultant

Unique Marble & Granite - Zion, IL

May 2007 to July 2007

Work with customers to quote and sell marble and granite countertops for home interiors.

- Call warm leads to schedule in-home measurements
- Consult with customers to determine the best solution to work with their budget and desired design looks.
- Read CAD drawings to calculate square footage and provide quotes based on material selections.
- Close sales with customers and schedule projects and installation

Yeoman (Office Administrator)

U.S. Navy - Great Lakes, IL

November 2005 to May 2007

Worked in various departments to organize and process workflow and ensure a high level of service with strong attention to detail.

- Worked with various MS Office applications
- Developed & maintained databases and applications for tracking workflows for various personnel requests & routine tasks to ensure efficient processing time and 100% accuracy of information.
- Handled paperwork routing & filing for over 1000 US Navy Personnel
- Mentored junior sailors coming aboard the command
- Worked side-by-side with Naval Career Counselors while helping fellow sailors make the best decisions for their career moves and personal / family needs
- Worked directly with XO and CO on various special projects
- Aided in the organization of multiple ceremonial events ensuring proper scheduling and planning to accommodate as many as 500 guests
- Served on Auxiliary Security Force during base events
- Served as Duty Driver & Security for High-Profile Visitors

Database Administrator/Analyst

Trinsic Technologies - Atmore, AL

April 2003 to November 2005

Database administrator / data analyst within the customer analytics team, responsible for building and maintaining SQL databases, cognos reporting services, and developing operational and customer service reporting for executive teams.

- Day to day management of data-related operations including general database management, ensuring uptime, and performing routine database backups.

- Utilize MS SQL Server & Cognos Reporting applications in conjunction with MS Excel & Access in day-to-day operations
- Work with leadership from various business units to understand and provide reporting for mission-critical data

Heavy Equipment Operator, Machinist, & General Laborer

Swift Lumber, Inc - Atmore, AL
November 2001 to March 2003

Operate various types of heavy machinery including forklifts, front-end loaders, back-hoes, skid-steers, and skidders as well as various manufacturing machines.

- Cut timber and load on semi-trailers for transport to sawmill
- Unload timber for drying on mill yard
- Load timber into sawmill for debarking and cutting to spec.
- Grade lumber according to standards
- Warehouse & inventory finished lumber
- Load finished lumber onto semi-trailers for transport to retail stores and/or jobsites
- Operate planer machine for the purpose of making wood flooring and wall panels
- Band finish product for shipping
- Maintain multiple machines by cleaning, sharpening blades, lubricating parts, etc.

Heavy Equipment & Small Engine Mechanic

Escambia Lawn & Rental - Atmore, AL
May 2000 to October 2001

Repair and rebuild various types of equipment ranging from chainsaws to front-end loaders.

- Pick up and deliver equipment from customer locations
- Perform repairs and/or rebuilds on various types of equipment, consulting with senior mechanics as needed
- Receive parts into inventory and log out inventory during repairs
- Work front counter handling sales and customer service

Gas Station Attendant/Cashier

Diamon Oil, Inc - Atmore, AL
April 1999 to April 2000

Provide full-service attendant services to gas station customers

- Lead night-shift attendant
- Provide customer service by means of pumping gasoline, checking oil, washing windows, and selling inventory
- Operate and balance cash register on a nightly basis
- Transport cash to bank for nightly deposit

Education

High school diploma

Escambia Academy - Atmore, AL
August 1996 to May 2001

Skills

- Microsoft SQL Server (2 years)
- Project management (10+ years)
- Heavy equipment operation (2 years)
- Marketing (10+ years)
- Management (10+ years)
- Truck driving (6 years)
- MySQL (10+ years)
- Training & development (10+ years)
- Web Development (10+ years)
- Military operations (2 years)
- Transportation management (8 years)
- JavaScript (10+ years)
- AJAX (10+ years)
- PHP (10+ years)
- Logistics (10+ years)
- Database management (10+ years)
- CSS (10+ years)
- HTML5 (10+ years)
- User Interface (UI) (10+ years)
- XML (10+ years)
- Leadership (10+ years)
- Sports coaching (2 years)
- Sales (10+ years)
- Facebook Advertising (10+ years)
- Google Ads (10+ years)
- Google Analytics (10+ years)
- Quality assurance (10+ years)
- EHS (10+ years)
- Google Suite (10+ years)
- Microsoft Office (10+ years)
- Customer relationship management (10+ years)
- Data analytics (10+ years)
- Data analysis skills (10+ years)
- Cognos (10+ years)
- UltiPro (10+ years)
- Front-end development (10+ years)
- Back-end development (10+ years)
- Full-stack development (10+ years)

- E-commerce (10+ years)
- Responsive web design (10+ years)
- Content management systems (10+ years)
- Management reporting (10+ years)
- Regulatory reporting (10+ years)
- Internal audits (8 years)
- Emergency management (10+ years)
- Mechanic experience (10+ years)
- Mechanical knowledge (10+ years)
- Industrial mechanic experience (2 years)
- Mentoring (10+ years)
- Business development (10+ years)
- Business management (10+ years)
- Business analysis (10+ years)
- Senior leadership (10+ years)
- Project leadership (10+ years)
- Office management (10+ years)
- Financial analysis (10+ years)
- Financial planning (10+ years)
- Woodworking (10+ years)
- Pricing (10+ years)
- Graphic design (10+ years)
- Logo design (10+ years)
- Fashion design (5 years)

Military Service

Branch: United States Navy

Service Country: United States

Rank: E4

November 2005 to May 2007

Worked in various departments to organize and process workflow and ensure a high level of service with strong attention to detail.

- Worked with various MS Office applications
- Handled paperwork routing & filing for over 1000 US Navy Personnel
- Mentored junior sailors coming aboard the command
- Worked side-by-side with Naval Career Counselors while helping fellow sailors make the best decisions for their career moves and personal / family needs
- Worked directly with XO and CO on various special projects
- Organized multiple ceremonious events ensuring proper scheduling and planning to accommodate as many as 500 guests
- Served on Auxiliary Security Force during base events

- Served as Duty Driver & Security for High-Profile Visitors

Commendations:

- Received Early Promote (EP) Reviews on all Service Evaluations
- Graduated Yeoman "A" School with Honors (Top of Class)
- Navy & Marine Corps Achievement Medal (x2)
- Global War on Terrorism Service Medal
- Sharpshooter & Expert Marksmanship Medal
- Blue Jacket of the Quarter (x2)
- Blue Jacket of the Year

Certifications and Licenses

NASM Certified Personal Trainer

November 2021 to November 2023

NASM Certified Nutrition Coach

July 2021 to July 2023

AHA CPR/AED Certification

July 2021 to July 2023

NASM Virtual Coaching Specialist

November 2021 to Present

NASM Weight Loss Specialist

April 2022 to Present

NASM Behavior Change Specialist

December 2022 to Present

NASM Women's Fitness Specialist

December 2022 to Present

NASM Physique & Bodybuilding Coach

October 2023 to Present

NASM Youth Exercise Specialization

November 2023 to Present

Additional Information

I have been a volunteer as a youth football coach in The Chicagoland Youth Football League (TCYFL) from July 2022 to present. This has been one of the most fulfilling experiences of my journey outside of my marriage and raising my own children. The work we do as coaches with these young athletes is so much more than just teaching the game of football. It's teaching them life lessons about hard work and discipline, overcoming adversity, believing in themselves, and empowering them to become leaders on and off the field. In this role as a coach, I get to enjoy the following experiences:

- Work with youth athletes to develop discipline, build character, develop leadership skills, maintain and enhance athleticism & physical fitness, and teach the game of football in a fun and engaging atmosphere
- Work with parents and other coaches to coordinate practice & game schedules, team building activities, and off-season camps and training sessions
- Design plays and coach/teach various offensive & defensive positions
- Edit game film and upload for review with coaches, parents, and players to analyze performance and recognize players for any special achievements