

Anthony Carl Thomas

RETAIL OPERATIONS & INTELLIGENCE LEADER

THE PROMISE

My Promise is to bring together operational leadership, business intelligence and continuous improvement to help organizations identify opportunities, improve execution and turn information into action. I will bring a leadership approach grounded in accountability, developing people and building practical tools and processes that make better decisions easier to execute. My goal is not simply to manage the business as it exists today, but to identify where it can perform better tomorrow—and build the people, processes and intelligence needed to get there. Ultimately, I want to leave every organization, team and leader I touch in a better position than I found them—stronger, more capable and better prepared for what comes next.

THE PROOF

- 30+ years of progressive leadership experience across convenience retail, multi-unit operations, analytics, continuous improvement and business intelligence.
- Managed multi-unit operations with responsibility for multi-million-dollar sales, fuel volume, P&L performance, labor and teams of up to 150 employees.
- Built enterprise reporting, KPI and analytics tools that connected operational performance to actionable decisions, including the MAPCO Ride Sheet and Lead/Lag Measures reporting.
- Delivered measurable operating improvements including a 40% supply expense reduction followed by an additional 20% reduction, a 15% merchandise shrink reduction, and improvement in-stocks from 84% to 93%.
- Led sustained financial performance, including six consecutive quarters exceeding financial goals and five consecutive years achieving sales, labor and variation targets.
- Developed leaders and supported continuous education through training, meetings, process documentation and operational improvement initiatives.

THE PEDIGREE

- Jiffy Trip — Manager of Retail Intelligence | Dec 2023–Present
- MAPCO Inc. — Manager of Continuous Improvement | May 2019–Nov 2023
- MAPCO Inc. — District Manager | Apr 2018–May 2019
- Clark Oil Company — District Manager | Jul 2016–Mar 2018
- 99 Cent Only Stores — District Manager | Aug 2014–Mar 2016
- Circle K — District Manager | Oct 2007–Jul 2014
- Navy Exchange — General Manager (Multi-Unit Manager) | Nov 2004–Jun 2007
- The Home Depot — General Manager | Jan 2002–Aug 2004
- Target Stores — Assistant Store Team Leader | Jul 1995–Aug 2001
- Army Air Force Exchange Service — Operations Manager | Mar 1993–Jun 1995; Feb 1990–Mar 1993



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CORE CAPABILITIES

Retail Operations

Leadership

People Development

P&L Management

Training & Facilitation

Budgeting/Forecasting

Labor Management

Team Building

Strategic Planning

KPI/Metrics Development

Executive Reporting

Data Analytics

Retail Analytics

Microsoft Excel

Power Query

Power BI

Power Automate

Microsoft Access

Business Intelligence

Process Improvement

Continuous Improvement

EDUCATION

Bachelor in Business Administration

University of Texas
at San Antonio
December 1989