

BRANDON F. CARUTHERS

Mobile: 801-214-5503

brandon@brandoncaruthers.com

Salt Lake City, Utah

PROFESSIONAL SUMMARY

- 15+ years multi-cultural professional experience across end-to-end account management & execution:
- Strategic Planning
- Data Analysis
- Intercultural Collaboration
- Stakeholder management
- Large Team Leadership & Development
- Skilled Problem Solving
- Managing Complexity
- Project Management
- P&L Management
- Communication & Presentation
- Client Relationship Management
- Pro-active “Can do” mentality
- Cross-Functional Silo Breaking

WORK EXPERIENCE

Domino's Pizza

Lead Business Consultant

Salt Lake City, Utah 2023 - Present

- Drive performance in store development, operational excellence, and sales growth for Utah & Northern California franchisee portfolios.

Director of Corporate Operations

Salt Lake City, Utah 2021 – 2022

- Responsible for operations, team development, and profitability of 50 Domino's Pizza Restaurants and over 1500 employees in the Greater Salt Lake City area.
- Successfully transitioned the sale of the Salt Lake City corporate stores to franchise owners.

Director of International Business – Pacific Region

Tokyo, Japan 2018 – 2021

- Developed strategic roadmaps for the Domino's brand with master franchisees in Japan, South Korea, the Philippines, and Taiwan, totaling over 2000 stores with a sales revenue above USD \$1.02 Billion. Also managed Australia, New Zealand, Indonesia, & Guam.
- Delivered disruptive double-digit growth in line with long-term vision in multiple markets.
- 2nd highest Team Engagement Survey score in the company
- Grew a record-breaking 100 net new stores annually over a two-year period from 2020 – 2021 in Japan, working directly with their development team. Improving Domino's #1 market share in the pizza industry to even greater dominance.
- Led the Philippines through a year-long strategic shift targeting a new core consumer, which led to their store-level profitability for the first time in over ten years.

Business Consultant – Asia-Pacific Region

Tokyo, Japan 2016 – 2018

- Developed strategic roadmaps for the Domino's brand with master franchisees in Japan, Indonesia, Taiwan, and Guam, which included over 800 stores and a sales revenue above USD \$400 million.
- Successfully grew the Domino's brand to the #1 pizza chain in Japan.
- Drove strategic plan & execution with Team Indonesia toward dramatically upgrading product ingredients and menu items and correlated marketing campaign.
- Jump started Indonesian store growth for the first time in 3 years.

Operations Consultant – Asia-Pacific Region

Tokyo, Japan 2012 – 2016

- Key account manager for Japan, Taiwan, and Guam, including over 500 stores and a sales revenue over USD \$330 million.
- Worked closely with the executive team in Japan developing strategic growth plan. Moved Domino's from the #3 position to the #2 pizza company in Japan in retail sales market share.

Project Leader – International Business Development

Ann Arbor, Michigan 2010 – 2012

- Analyzed the business potential of international markets for Domino's Pizza franchise expansion
- Recruited firms interested in becoming master franchisees for Domino's in new international markets.

Brandon Caruthers CV

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Forever Living Products Japan

Area General Manager

Osaka, Japan 2005 - 2008

- Created customer retention programs that increased sales retention among new customers by 9%, boosting incremental office sales by \$250,000 yearly in a downward market.
- Handled top sales accounts of distributors within Osaka with yearly sales totaling over \$3.5 million.

Nu Skin Enterprises

Sales Support (Japanese)

Provo, Utah 2003 - 2005

- Processed orders at a call center to U.S. and Japanese distributors.
- Consistently recognized as a top 10 up-seller while studying as a full-time student.

EDUCATION

University of Notre Dame

Notre Dame, Indiana

Master of Business Administration

2010

- Concentration in Brand Management & Marketing
- Notre Dame MBA Fellowship Recipient

Brigham Young University

Provo, Utah

Bachelor of Arts

2005

- Major in Japanese Language
- Minor in Business Administration
- Full Academic Scholarship – 2 years

VOLUNTEER ACTIVITIES

- *Teacher*, The Church of Jesus Christ of Latter-day Saints *Salt Lake City, Utah 2022 - Present*
- *Youth Leader*, The Church of Jesus Christ of Latter-day Saints *Yokohama, Japan, 2019 - 2021*
- *Boy Scout Leader*, Boy Scouts of Japan *Yokohama, Japan, 2016 - 2019*
- *Youth Leader*, The Church of Jesus Christ of Latter-day Saints *Chiba, Japan, 2012 – 2016*
- *Cub Scout Leader*, Cub Scouts of America *South Bend, Indiana, 2009 - 2010*
- *Boy Scout Leader*, Boy Scouts of Japan *Osaka, Japan, 2005 - 2008*
- *Teacher*, Community Center English Class *Osaka, Japan, 2005 - 2008*
- *Fulltime Missionary*, The Church of Jesus Christ of Latter-day Saints *Hiroshima, Japan, 1999 – 2001*

Languages

- **English** (Native), **Japanese** (Fluent – Spoken & Written), **Mandarin Chinese** (Basic)

ADDITIONAL INFORMATION

- Eagle Scout Award; Awarded: Gold & Bronze Eagle Palms