



JOSHUA TOAILOA


Senior Operations Executive

CONTACT

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 Lakewood, CA 90712

EDUCATION

B.A. Business Management

Whittier College - Whittier, CA

June 2008

SUMMARY

Senior Operations Executive with 15+ years of experience directing a **\$400 million, 500+ piece equipment fleet** for a large-scale construction firm. A strategic leader with a **B.A. in Business Management** who translates complex technical and operational needs into high-level business strategy. Proven expertise in regulatory compliance (DOT/CARB), capital expenditure (CapEx) management, and process re-engineering. Drove a **75% reduction in equipment downtime** and saved millions in costs through proactive maintenance and procurement frameworks.

EXPERTISE & ACHIEVEMENTS

Strategic Fleet & Asset Lifecycle Management

- **Preventive Maintenance & ROI:** Pioneered the company's first-ever preventive maintenance program, designing and implementing a comprehensive log system from the ground up. This initiative **extended the average vehicle lifecycle from 8 to 14 years**, transforming operations from a reactive to a proactive model and maximizing the return on investment (ROI) for the entire fleet.
- **Operational Efficiency:** Implemented a new maintenance program that **reduced equipment downtime by 75%** (from an average of one month to one week), dramatically increasing fleet availability and project productivity.
- **Process Standardization:** Designed and implemented procedures to abide by CARB, SCAQMD, DMV and DOT regulation mandates. Advised a standardized "accident kit" and reporting procedure for the entire fleet. Trained 100% of operators on new documentation protocols, **slashing vehicle repair downtime by 30%**.

- **Process Standardization:** Designed and implemented procedures to abide by CARB, SCAQMD, DMV and DOT regulation mandates. Advised a standardized "accident kit" and reporting procedure for the entire fleet. Trained 100% of operators on new documentation protocols, **slashing vehicle repair downtime by 30%.**

Regulatory Compliance & Risk Management

- **SME & Audit Success:** Served as the designated company-wide Subject Matter Expert (SME) for all DOT, FMCSA, and CARB environmental regulations. **Achieved and maintained a 100% pass rate across 4 separate DOT compliance/safety audits**, resulting in zero violations and uninterrupted fleet operations.
- **Compliance Strategy:** Managed and monitored the company's CSA (Compliance, Safety, Accountability) scores and led all aspects of the motor carrier safety program, including driver qualification, hours-of-service, and maintenance compliance.
- **Training & Development:** Launched the design and implementation of a comprehensive training program for all fleet operators, standardizing all safety and maintenance procedures to ensure 100% compliance.

Financial & Capital Expenditure (CapEx) Management

- **Cost Avoidance:** Generated **\$1.6 million in cost avoidance** by engineering and directing a fleet-wide DPF retrofit program for 20+ vehicles. This initiative eliminated the need for new vehicle purchases and secured 100% compliance with CARB emissions standards.
- **Strategic Procurement:** Authored a new procurement framework that standardized vendor negotiations, preventing bad purchases and **saving the company several million.**
- **Financial & CapEx Strategy:** Led all capital expenditure (CapEx) decisions by aligning on-the-ground operational data with high-level financial strategy. Developed and implemented a company-wide SOP for capital expenditures, streamlining the purchasing process.
- **Financial & Asset Oversight:** Responsible for high-value financial transactions, including managing \$120,000 in cash, processing \$200,000 in deposits, and overseeing a fleet valued at over \$400 million.
- **Facilities & Vendor Management:** Directed maintenance and security operations across two key facilities, implementing **competitive bidding** for all service contracts (fire, cleaning, repairs) to secure optimal pricing and service levels.
- **Contract Enforcement & Cost Control:** Enforced strict **Vendor Service Level Agreements (SLAs)** for security and maintenance, auditing 100% of incoming invoices and patrol logs to prevent overbilling and ensure payment only for verified services.

EXPERIENCE

Fleet Manager / Equipment Inspector

May 2010 - Oct 2025

W.A. Rasic Construction Co. Inc.

Long Beach, CA

- Transformed asset management strategy by building a ground-up tracking system for over 500 units. Shifted the operational culture to a proactive maintenance model, resulting in a 6-year extension of asset viability and a measurable reduction in overhead costs.
- Successfully steered the organization through complex compliance requirements (DPF integration) while maintaining 100% operational continuity, ultimately yielding \$1.6 million in fiscal savings through life-extension engineering rather than asset replacement.
- Held director-level responsibility for all aspects of a large-scale field operation, including logistics, technical support, and a 500-person field crew.
- Managed all inspection quality assurance, reviewing and validating 200+ reports weekly to ensure 100% data accuracy and regulatory compliance.
- Acted as a cross-functional leader, translating field-level requirements into actionable, collaborated with owners on business cases for all major equipment procurement and disposition.
- Investigated all equipment-related incidents to determine root causes, implementing corrective actions to prevent recurrence.
- Expert in JPRO diagnostic software for commercial vehicles and heavy-duty equipment.
- **Managed** all facility maintenance and vendor procurement, implementing a **competitive bidding process** for fire monitoring, cleaning, and repair contracts.
- **Audited** all incoming invoices against original quotes to **prevent overbilling**, ensuring 100% cost accuracy before authorizing payment.
- **Managed** third-party security contracts for **two key facilities** (Long Beach and Bell Gardens), **enforcing** strict performance metrics including mandatory 30-minute patrol intervals.
- **Audited** vendor timesheets and patrol logs against invoices to **verify billing accuracy**, ensuring the company only paid for verified coverage.

Bar Manager

Mar 1999 - May 2010

Eastside Marios Restaurant

Lakewood, CA

- **P&L and Inventory Control:** Managed the complete weekly inventory (\$25,000) and procurement lifecycle, analyzing sales-to-stock ratios to control beverage costs (COGS) and maximize profitability.
- **Business Development:** Developed and executed a new beverage strategy focused on diversified and promotional offerings, **driving a 15% increase in business**.

- **Financial Management:** Conducted regular financial analysis to identify areas for cost reduction and revenue growth. Entrusted with the secure management and reconciliation of daily revenues up to \$10,000.
- **Human Resources & Training:** Recruited, trained, and supervised bar staff, fostering a positive, high-retention work environment. Mentored employees on industry best practices and empowered them to solve operational challenges.
- **Regulatory Compliance:** Ensured 100% compliance with all CA regulations, including ABC Responsible Beverage Service (RBS) and Health Department sanitation standards, consistently achieving a Grade "A" rating.
- **Cultivated a high-retention culture** by launching a training initiative focused on building confidence and independence. Empowered the team to **solve operational problems on their own**, eliminating the need for micromanagement and creating a more loyal, self-sufficient workforce.
- **Spearheaded** a strategic **revenue** initiative by restructuring the core product portfolio to align with emerging consumer trends. Designed and launched targeted promotional campaigns that captured untapped market segments, delivering a sustained 15% increase in year-over-year gross revenue.

LEADERSHIP & COLLEGIATE ACTIVITIES

Team Captain, Varsity Football Whittier College

Whittier, CA

- **Personnel Leadership:** Selected by coaches and peers to lead an 85+ member roster, serving as the primary liaison between players and the coaching staff to align team goals and manage expectations.
- **Strategic Analysis:** Led weekly film study sessions to analyze opponent tactics and team performance, translating data-driven insights into actionable mid-week strategic adjustments.
- **Crisis Management & Mentorship:** Responsible for team-wide conflict resolution, mentorship of new players, and maintaining team cohesion and focus during high-pressure, competitive situations.
- **Discipline & Time Management:** Successfully balanced a 40+ hour weekly athletic commitment (practice, film study, travel) with a full-time B.A. in Business Management curriculum.