

Commercial Growth and Operations

Jeffrey R. Fitzpatrick, MPA

San Diego, California | Willing to relocate

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Business development with operating experience

I build new business, expand markets, and improve the way teams operate. My background combines sales leadership, account development, strategic partnerships, logistics, consulting, and nationwide onboarding. I connect customer needs with practical plans and the people needed to execute them.

Selected Results

- Drove 37% organic account growth over two years in Bay Area logistics operations serving McKesson Pharmaceuticals.
- Grew McConnell's Irish Whisky accounts by 131.5% and volume by 127.7% in Q1 2024 at Conecuh Brands, earning the Belfast Bound Award.
- Built and led a four-person team supporting nationwide onboarding at American Financial Network.
- Saved 30 administrative hours per month for an executive assistant at Litchfield Law through Excel tools and Clio CRM/billing exports.

Broader Experience

Experience includes independent consulting, multi-state distributor leadership, pharmaceutical logistics, nationwide onboarding, and residential remodeling ownership. Earlier public-sector work includes modernization and operational analysis at the Ontario Police Department and research in the UK Parliament.

Education and service

Master of Public Administration, University of Southern California, 2018. Graduate Certificate in City/County Management. B.A. in Criminal Justice, cum laude, California State University, Fullerton, 2012.

Volunteer Puppy Raiser, Guide Dogs for the Blind, Inc.

Areas of contribution

Sales leadership | Business development | Strategic partnerships | Commercial operations | Process improvement