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# TRACY M. DELOCH

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## PROFILE

Accomplished corporate professional with over 30 years of experience in Human Resources and Sales & Marketing areas. Success in strategic planning, workforce development, project management and managing multi-million dollar budgets. \_

## EXPERIENCE

### SR. PEOPLE MANAGER, ANHEUSER-BUSCH INBEV - CHICAGO, IL – 2016-2017

Managed human resource strategies for 5-state region. Responsibilities included managing executive talent selection and retention, strategic planning and administering human resources processes per company, federal, state and local guidelines/laws.

### PEOPLE MANAGER, ANHEUSER-BUSCH INBEV - LOUISVILLE, KY. - 2005-2016

Managed human resource processes for Louisville and Owensboro, KY operations. Responsibilities included labor contract negotiation/administration, managing recruitment and selection processes, talent development strategy execution and health and wellness benefits administration.

### PEOPLE MANAGER, ANHEUSER-BUSCH, INC- ARLINGTON HTS, IL – 2002-2005

Managed human resource processes for Chicagoland operations. Responsibilities included labor contract negotiation/administration, managing recruitment and selection processes, talent development strategy execution and health and wellness benefits administration.

### DIRECTOR, ON PREMISE SALES, ANHEUSER-BUSCH - ARLINGTON HEIGHTS, IL – 1997-2002

Managed sales and marketing functions for beer giant Anheuser-Busch in Chicagoland market. Responsibilities included sales team management, marketing contract negotiations and execution, budget development and project and event management.

### VARIOUS SALES & MARKETING POSITIONS, ANHEUSER-BUSCH - ARLINGTON HEIGHTS, IL – 1984-1997

Job duties included direct sales and customer service responsibilities. Consistently met or exceeded sales objectives, increased product distribution and successfully executed new product roll-outs.

## EDUCATION

UNIVERSITY OF MISSOURI, COLUMBIA, MO – BUSINESS ADMINISTRATION 1980-1984

## COMMUNITY SERVICE

- Junior Achievement Biz Camp Volunteer - 2017
- United Way Coordinator 2005 - 2016
- JCPS Every 1 Reads Volunteer - 2013
- JCPS SBDM Parent Representative Klondike Elementary 2006 - 2007
- Salvation Army Angel Tree Volunteer/Donor 2006 - Present

## **REFERENCES**

PROVIDED UPON REQUEST