

## OBJECTIVE

To continue learning and growing as I explore opportunities to develop and mentor leaders and build effective teams.

## CONTACT

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- Peachtree City, GA

## EDUCATION

SOUTHERN METHODIST  
UNIVERSITY  
MBA, Finance  
2002

MOREHOUSE COLLEGE  
BA, Banking & Finance  
1992

## SKILLS

- Finance
- Operations
- Leadership Development
- Project management

# James T. Tarpeh II, MBA

## PEOPLE LEADER | FINANCE | OPERATIONS

Experienced, service-minded professional with expertise in building and leading effective teams, leadership development, Finance, Logistics, Operations leadership, marketing strategy, customer experience, and community engagement. I have consistently worked in these areas throughout my career through my various business and charitable endeavors.

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## EXPERIENCE

### REAL ESTATE DIRECTOR - WAFFLE HOUSE, INC.

Jan 2022 - Present

I am presently in this role. I am responsible for land acquisition and the construction of new Waffle House restaurants. My territory includes Texas, Louisiana, Tennessee, and Georgia. I lead a team of Analysts who help identify strategic locations within my territory using resources designed to provide me with a full understanding of the market growth, traffic counts, crime statistics, and other criteria needed to make an informed decision. I structure the financial modeling required to make the ultimate acquisition decision. I manage all negotiations with the Seller or Developer, and I engage with city leaders within the municipality to ensure a seamless and collaborative partnership as we bring Waffle House to the community.

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### SENIOR OPERATIONS MANAGER/SITE LEADER - AMAZON

Oct 2018 – Jan 2022

As a People leader I was responsible for executing the logistics initiatives of an Amazon fulfillment center. I was responsible for all major metrics monitored to ensure a successful operation, including leadership development of managers, P&L management for the Site, and operational execution of the fulfillment center. The goal was to ensure efficient supply chain management for the greatest on time processing to all our downstream customers. I also served as the Network's DEI leader and the head of HBCU recruiting initiative. During my time at Amazon, I launched and operated a Site in Pennsylvania and was responsible for creating the vision to manage the people, the process, and the community engagement efforts.

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## **CHAIRMAN AND CEO – TARPEH GLOBAL INITIATIVE**

March 2017 – Present

I founded and operated a consulting firm that helped clients launch or grow their businesses by developing business and marketing plans, and strategies for raising debt or equity capital. I supported the leadership development of my clients to better equip them to manage a growing enterprise. I expanded my scope internationally and consulted with U.S.-based firms seeking to engage business opportunities in Sub-Saharan Africa. The former State Thomas Consulting firm has been rebranded to the Tarpeh Global Initiative where I serve as the lead project sponsor and not the consultant. TGI has since evolved into an Energy and Infrastructure Development Company, partnering with U.S. based companies to bring Energy, Infrastructure, and Economic Development to Liberia and other countries in the Sub-Saharan region of Africa.

## **COMMERCIAL BANKING VICE PRESIDENT – BB&T BANK DALLAS, TEXAS**

November 2017 – December 2018

As a Commercial Banking VP, I was responsible for new business development, and market share increase through development of banking relationships with firms in the Middle Market space from \$15 million to \$85 million in revenues. I leveraged the full strength of the bank as the quarterback of the relationship bringing all required resources to the client. I was also responsible for building community relationships to help extend the brand of the bank via charitable engagements and other volunteer efforts.

## **BUSINESS BANKING VICE PRESIDENT – JP MORGAN CHASE AND CHASE SECURITIES**

November 1997 – March 2000; And May 2015 – November 2017

As a Business Banking VP, I was responsible for new business development and client acquisitions to grow my portfolio and extend the bank's presence in the region. I was also responsible for managing a portfolio of business clients with revenues between \$10 million to \$50 million. I consulted business owners as they built their businesses and developed their brands. I managed the relationship in a way that gave them access to the full resources of the bank necessary to provide relevant solutions. Solutions included business acquisition loans, investment services, equipment loans, lines of credit, letters of credit, and the full suite of cash management products and more.

## **SENIOR MUNICIPAL CONSULTANT – TKG & ASSOCIATES, LLC**

June 2014 – May 2015

As the Senior Municipal Consultant, I provided independent municipal advisory services to public entities throughout the United States. Our team assisted clients in structuring deals required to raise public funding for municipal infrastructure and development projects like expanding airports, building toll roads, etc. In the Texas market, my focus was to service and deepen relationships with existing clients, while seeking new opportunities throughout the state.

## **FOUNDER/CEO – THE TARPEH GROUP, LLC (PUMP IT UP FRANCHISE)**

November 2010 – December 2016

The Tarpeh Group, LLC, acquired and operated a Pump It Up franchise located in Fort Worth, Texas. Pump It Up Fort Worth employed over 22 Associates. We specialized in creating memorable birthday party experiences and other team building events by utilizing our large arenas, inflatable bounce houses, slides and coliseums. As the owner and CEO, my job was to increase brand awareness in Fort Worth and surrounding markets, manage payroll, facilities, operations and supply orders. I also trained the staff to execute procedures according to the Pump It Up system with the basic tenets of delivering first class service from the parking lot to the party room.

## **REGION VICE PRESIDENT – WAFFLE HOUSE, INC.**

December 2002 to November 2010

I managed a Region consisting of approximately 45 Waffle House restaurants spanning the Dallas/Ft. Worth Metroplex and the Greater Denver, Colorado area. Annual sales of the region were approximately \$20 million. Duties included overseeing the day-to-day operations of the restaurants, setting and communicating the strategic vision for the organization, recruiting quality associates and managers. I was also responsible for developing and implementing marketing programs designed to build sales and increase brand awareness in the markets and communities we served.

## **BUSINESS BANKING VICE PRESIDENT – BANK OF AMERICA**

December 2000 to December 2002

As a Business Banking VP, I was responsible for new business development and client acquisition to grow portfolio and extend the bank's presence in the Southern Dallas market. I was also responsible for managing a portfolio of business clients with revenues between \$5 million to \$35 million. I consulted with business owners as they built their businesses and developed their brands. I managed the relationship in a way that gave them access to the full resources of the bank necessary to provide relevant solutions. Solutions included business acquisition loans, investment services, equipment loans, lines of credit, letters of credit, and the full suite of cash management products and more.

## **MARKETING ANALYST/FINANCIAL CONSULTANT - EQUITABLE LIFE/AXA ADVISORS**

June 1990 – November 1997

I became a Marketing Analyst after interning for two summers with the firm while in college. I developed Marketing Strategies for Financial Consultants selling investment and insurance products throughout the United States. I eventually transitioned to the role of Financial Consultant and established a book of business of over \$15 million consisting of Insurance and Investment products.

## **COMMUNITY INVOLVEMENT**

Morehouse College DFW Alumni Assoc.

Morehouse College, Adjunct Professor of Finance (Present)

Southern Methodist University Cox School of Business Alumni

National Black MBA Association

Member of Jack & Jill of America Inc. Southwest Suburban Dallas Chapter

Member of Iota Phi Theta Fraternity Inc. since 1991

Former Board Member of the Zan Holmes Jr. Community Outreach Center

Former Board Member of the Oak Cliff Chamber of Commerce

Former Board Member of Homeward Bound, Inc.

Former Board Member of the United Way of Metropolitan Dallas (Social Innovation Accelerator)

Former Board Member of the Dallas Black Chamber Center for Excellence

## **EDUCATIONAL HISTORY**

**SOUTHERN METHODIST UNIVERSITY**, Dallas, TX – MBA with a Concentration in Finance - August 2002

**MOREHOUSE COLLEGE**, Atlanta, GA - Bachelor of Arts Degree in Banking and Finance - May 1992

