

Kaleb Hoffer

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Summary

Executive operations leader with 10+ years of experience partnering with senior leadership to scale complex, regulated organizations through disciplined execution, financial oversight, and operational transformation. Proven track record leading enterprise initiatives across strategy, process improvement, multi-state expansion, M&A integration, budgeting, and technology modernization, including spearheading AI transformation. Adept at translating strategic priorities into measurable results, strengthening cross-functional accountability, and driving data-informed performance.

Experience

Vice President, Strategy & Execution – Offen Petroleum **June 2022 – Present**

- Partner directly with the President and COO to lead enterprise-wide strategic initiatives, operational improvements, and cross-functional execution priorities.
- Lead high-impact transformation efforts across the organization, identifying operational gaps, designing scalable solutions, and driving implementation through completion.
- Orchestrate post-merger integration for multiple acquisitions, standardizing workflows, aligning teams, and building a more unified operating model to support growth.
- Spearhead AI and technology transformation initiatives focused on modernizing workflows, improving visibility into performance, and strengthening data-driven decision-making across the business.
- Drive continuous improvement and business optimization efforts that enhance organizational efficiency, accountability, and execution discipline.

Vice President of Logistics – Offen Petroleum **Feb. 2021 – June 2022**

- Led multi-state operational expansion into five new states, building the infrastructure, processes, and management framework required to support rapid growth.
- Launched enterprise process standardization and centralized data initiatives to improve consistency, reporting, and decision-making across logistics operations.
- Managed \$15M in capital expenditures and \$50M in operating expenditures, aligning investments and cost structure with strategic growth priorities.

Supply Manager – World Kinect Energy Services **Dec. 2019 – Feb. 2021**

- Leveraged data to balance physical supply with financial hedges to protect gross margins
- Managed commercial plan of \$2.2M and hit growth targets set by Senior Leadership

Propane Operations Manager – World Kinect Energy Services **Oct. 2018 – Dec. 2019**

- Managed the P&L to ensure YoY growth and execution against plan numbers
- Grew YoY Operating Income by 8.7% and volume sales by 3.5%

Contract Specialist – Department of Defense **Mar. 2016 – Oct. 2018**

- Managed the end-to-end lifecycle of high-value defense contracts, ensuring 100% adherence to FAR/DFARS standards

Senate Legislative Assistant – Washington State Senate **April 2015 – Mar. 2016**

- Attended meetings on the Senators behalf and represented him in committee

Education

Eastern Washington University **Graduated June 2015**

- BA in finance with minors in economics and international business