



TEMPLATE OnePage®

template@gmail.com

1.123.456.7890

www.linkedin.com/in/template/

Operations Professional Summary of Qualifications

Passionate Program and Project Management leader, skilled at developing processes that meet and exceed business objectives. Extensive and varied experience across a wide array of complex and varied initiatives, aimed to support overall corporate goals and organizational vision. Proven ability to quickly evaluate strengths, weaknesses, and obstacles of direct reports through cultivating mutually beneficial relationships. Successful team leader, innovative problem solver, positive influencer and consensus builder focused on communication and collaboration.

Core Competencies

- Training & Development
- Leadership Skills
- Team Motivator
- Business Continuity Planning
- New Product Introduction
- Communication Skills
- Process Refinement
- Vendor Management
- Project Management
- Strategic Development
- Budget Management
- Metrics/KPIs

Selected Accomplishments:

- Spearheaded and improved Client experience by coordinating with IT, Sales Management, and Technical Operations to automate (SalesForce.com) key operational processes reducing customer installations from 15 business days to 4.
- Cultivated new relationships and sales opportunities with schools, libraries and other educational and corporate platforms by offering new solutions, growing annual sales by an average of 17% four years consecutively.
- Supported the executive sales team to close three of the largest Fortune 500 deals in the company's history, totally \$35 million in recurring revenue over a three-year period.
- Analyzed the company's technology and product line investment strategy and re-aligned the development priority, improving product line profitability by 38%.
- Selected by the Executive Vice President to modernize and improve all development functions with full responsibility for R&D, Product Strategy, Product Management, Quality Assurance and Product Release, supporting annual revenues of \$350 million and a global client base of 4,350.

I look forward to the opportunity to speak with you.

Kind regards,

Template One Page

Template OnePage

Executive Consultants of New York, Corp.©

1.212.500.0585 | info@ecnycorp.com

All Rights Reserved – Copyright of ECNY, 2020

Not to be Copied, Duplicated or Shared Without the Express Permission of ECNY, Corp.