

# JEAN SMITH

## International Chief Operations Officer



Revenue  
Maximization

Market  
Position

Operational  
Initiatives

Business  
Excellence

*Consistently Delivering Significant Impact on the Bottom Line by Improving Operations, Supporting Corporate Strategy, Driving Business Growth, and Transforming, Growing, and Elevating Business Units.*

### AREAS OF EXPERTISE

- Cross-Functional Team Leadership
- Business Excellence
- Partner Relationship Management
- Operations Management
- Human Resource Management
- Market Risk Analysis
- Contract Negotiations
- Project Management & Execution
- Product & Service Deployment
- P&L Management
- Budgeting & Forecasting
- Business Process Improvement

Jean Smith is a dynamic and accomplished Global Operations Executive, renowned for spearheading critical company initiatives and delivering exceptional client service while driving profitable revenue growth. With an unparalleled ability to assemble and cultivate exceptional teams across cross-functional departments, she consistently surpasses expectations, leaving an indelible mark on the organizations she serves.

Throughout her illustrious career, Jean's cross-cultural business acumen has propelled her success across multiple continents, including the United States, South America, Latin America, and Europe. Her visionary leadership and strategic approach have led to remarkable achievements, resulting in significant revenue growth and market share expansion. Over Jean's career, her expertise in crafting competitive proposals and negotiating complex contracts has generated \$5B+ in increased revenue, while driving market share up to an impressive 40%.

Jean's collaborative style and ability to navigate diverse cultural environments enable her to bridge gaps and facilitate seamless operations on a global scale. With an unwavering dedication to driving operational excellence, outstanding client service, and profitable revenue growth, Jean makes a profound impact on any organization she serves.

### SOME OF JEAN'S KEY ACCOMPLISHMENTS INCLUDE:

- Chosen to expand High-Tech International's wind business division across strategic locations throughout South and Latin America and served as strategic, cross-functional leader for marketing, sales, projects, EHS, and services departments across Brazil, Argentina, and Chile—achieved \$1.5B in revenue and industry-leading 40% market share.
- Negotiated gas turbine, combined cycle thermal plants, and wind turbine procurement contracts in the United States—at \$60M, most profitable equipment deal within High-Tech International's Global Power Generation equipment business.
- Executed 2 large-scale concurrent projects totaling \$450M, differentiated business, and propelled new business development by envisioning the future and translating vision into actionable, value-added outcomes while driving productivity and efficiency.
- Developed tactical operational procedures to address constraints and complications resulting from COVID pandemic, ensuring safe work environments and on-time/on-budget completion of \$200M project with a 17-month completion timeline.
- Renegotiated \$1.2B frame agreements, reducing yet-to-be-executed obligations by 100%.

### CORE SUCCESS DRIVERS

- **PIONEER INNOVATIVE AND ROBUST IDENTIFICATION OF UNIQUE OPPORTUNITIES** to improve and streamline processes, drive strategic growth, increase revenue and profitability, and position an organization for the future.
- **DIFFERENTIATE BUSINESS AND PROPEL NEW BUSINESS DEVELOPMENT** by envisioning the future and translating vision into actionable, value-added outcomes while driving productivity and efficiency.
- **ACHIEVE DESIRED RESULTS IN COMPLEX CONTRACT NEGOTIATIONS** by being objective, focusing on the long-term, staying flexible, and designing multiple options and alternatives
- **DRIVE ORGANIZATIONAL ADAPTABILITY, RESILIENCE, AND VALUE CREATION** to allow for more dynamic decision-making while cultivating cross-collaboration to improve efficiency.