

# JEAN SMITH

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## INTERNATIONAL CHIEF OPERATIONS OFFICER

CONSISTENTLY DELIVERING SIGNIFICANT IMPACT ON BOTTOM LINE BY IMPROVING OPERATIONS, SUPPORTING CORPORATE STRATEGY, DRIVING BUSINESS GROWTH, AND TRANSFORMING, GROWING, AND ELEVATING BUSINESS UNITS.

Business Excellence

Market Position

Operational Initiatives

Revenue Maximization

### AREAS OF EXPERTISE

**LEADERSHIP:** Cross-Functional Team Leadership, Strategic Planning, Project Management & Execution, Account Management, Driving Results, Partner Relationship Management, Business Strategy, Budget Management, Forecasting, KPIs

## PROFESSIONAL EXPERIENCE

**ABC Energy** | Anywhere, USA

March 2020–December 2022

### GLOBAL CHIEF OPERATING OFFICER (COO)

*Recruited to develop and grow business, improve profit margins, reduce operating costs, and streamline and strengthen operational activities. 8 direct and 100+ indirect reports.*

#### LEADERSHIP

- Governed \$153M budget and managed technical development, engineering, procurement, project execution, and O&M areas, including EHS, facilities, and regulatory department, oversaw \$200M in equipment and services contract negotiations, and spearheaded complex projects that drove revenue growth and improved overall company performance.

#### OPERATIONS

- Executed 2 large-scale concurrent projects totaling \$450M.
  - ABC 1 Project - \$200M project cost and 17-month completion timeline. Key Accomplishment: Developed tactical operational procedures to address constraints and complications resulting from COVID pandemic, ensuring safe work environments and on-time/on-budget completion of project.
  - ABC 2 Project - \$250M project costs and 24 months completion timeline. Execution Responsibilities: Developed engineering design package, obtained execution licenses, conducted \$140M commercial and contractual negotiations, adhered to schedule and budget constraints, and ensured safety of workers and civilians.
- Led O&M team responsible for operating assets, performance, planning and execution of maintenance activities, implementation of EHS standards, and management of over \$25M+ O&M budget.

#### BUSINESS DEVELOPMENT INITIATIVES

- Differentiated business and propelled new business development by envisioning the future and translating vision into actionable, value-added outcomes while driving productivity and efficiency.

**High-Tech International** | Anywhere, USA

January 2018–November 2019

### GLOBAL RENEWABLE ENERGY HYBRIDS INCUBATOR AND COMMERCIAL INTEGRATION LEADER

*Promoted to create and lead newly formed Renewables Hybrids Incubator focused on combining various sources of renewable energy generation with storage. 4 direct and 8 indirect reports.*

#### LEADERSHIP

- Developed team to support commercial activity and technology development and managed engineering group that developed control platform used to operate renewable hybrid plant, integrated with wind, solar, and battery assets.

#### OPERATIONS

- Mapped hybrid landscape to identify regulatory and commercial drivers to steer strategic definition and direction of initial technology and business strategy.
- Established operational structures to coordinate bid process and demonstrate a cohesive GE approach to customers.

**High-Tech International** | Anywhere, South Amer

June 2015–January 2018

**GENERAL MANAGER ONSHORE WIND - LATIN AMERICA**

*Chosen to expand High-Tech International's wind business division across strategic locations throughout South America. 8 direct and 600+ indirect reports.*

**LEADERSHIP**

- 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.
- Renegotiated \$1.2B frame agreements, reducing yet-to-be-executed obligations by 100%.

**OPERATIONS**

- Transformed division and propelled GE to status of largest Renewables business in Latin America by spearheading integration of High-Tech International's and Other-Tech Inc.'s wind business.

**High-Tech International** | Anywhere, South America

December 2010–June 2015

**BUSINESS OPERATIONS MANAGER**

*Selected to lead start-up of High-Tech International's Brazil wind business that was critical for the success of locally executed \$1B pipeline project. 7 direct and 100+ indirect reports.*

**LEADERSHIP**

- Cultivated reputation as South and Latin American Wind industry's thought leader.
  - Hand-picked for interviews by various high-profile media outlets due to subject-matter expertise.
  - Established critical relationships with key Latin American industry decision-makers in government, financing institutions such as BNDES, investors, and local/international developers.
- Executed the role of key decision maker in defining product strategy for Latin America—identified pricing and risk profile product strategy led to industry-leading 35% market share.

**OPERATIONS**

- Defined and executed key projects within the confines of Brazil's footprint structure to meet local content requirements while supporting the regional economy by hiring local to build, execute, and service wind parks.
- Presided over market assessments, product competitive analyses, commercial offer preparations, and complex contract negotiations, with final closing of \$3B in equipment and services contracts.

**High-Tech International** | Anywhere, USA

April 2007–December 2010

**COMMERCIAL LEADER**

*Hired to lead and grow energy division.*

**LEADERSHIP**

- Steered team of commercial, marketing, sourcing, logistics, finance, and project management resources and led commercial offer, resulting in ~300 wind turbines being awarded to company in Brazil's inaugural 2009 Wind auction.

**BUSINESS DEVELOPMENT INITIATIVES**

- Negotiated gas turbine, combined cycle thermal plants, and wind turbine procurement contracts in the United States—at \$60M, most profitable equipment deal within company's Global Power Generation equipment business.
- Pitched business case and gained approval to launch prototypical business plan, driving company's entrance into the Latin America Wind market—led marketing and commercial teams responsible for developing go-to-market strategy.

**XYZ Company** | Anywhere, USA

February 2001–April 2007

**SALES COORDINATOR** (February 2006–April 2007)**PROCESS ENGINEER** (February 2001–February 2006)

- Collaborated on the development of commercial proposal for key pharmaceutical client—led to \$4M in earnings and set the stage for future contract bid awards.
- Chosen to serve as member of development team to revitalize company's Northeastern U.S. pharmaceutical market.

**EDUCATION / CERTIFICATIONS**

**M.S. Business Administration** - Great Big College ♦ **B.S. Information Technology** – Big College  
**Project Management Professional (PMP Certificate)** – Project Management Institute