



MARIO URRUTIA

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PROFESSIONAL SUMMARY

Business leader with over 20 years of successful experience in sport and business. Recognized consistently for performance excellence and contributions to success in community. Strengths in networking and collaboration backed by training in the game of LIFE. Hardworking and passionate about sharing principles from the game of sport and correlating with life and business skills. History of mentoring athletes one-on-one to maximize decision making and performance. Motivational Life Coach, enthusiastic about working with student-athletes to teach core sports principles, teamwork, and lifelong strategies for success. God, Family, TEAM.

SKILLS

- Leadership
- Performance management
- Strategic planning
- Teamwork
- Team Oversight
- Staff Management
- Coaching and mentoring
- Relationship building
- Business planning
- Partnership development
- Collaboration
- Game rules
- Motivational techniques
- Motivational leadership style
- Youth mentor

WORK HISTORY

CHIEF EXECUTIVE OFFICER

11/2017 to CURRENT

MBE Contracting & Supply LLC | Louisville, KY

- Administered over 25 property-related budgets, reviewed invoices and tracked costs.
- Generated professional networks by engaging in professional, industry and government organizations.
- Communicated effectively with owners, residents and on-site associates.
- Kept properties in compliance with local, state and federal regulations, including prohibiting any form of discrimination in operational practices.
- Promoted positive company and owner relationships through proactive attention to concerns.
- Developed annual operating budgets and forecasts, as well as sales and marketing plans.
- Conducted inspections of property grounds, buildings and equipment to identify maintenance concerns and direct timely repairs.
- Analyzed operational information for impact on ROI, identified trends and recommended appropriate adjustments.
- Worked closely with clients to facilitate appropriate loans, inspections and credit reports.

- Communicated regularly with key on- and off-site tenant contacts to achieve satisfaction with facility and services.
- Analyzed and evaluated monthly and quarterly financial statements.
- Maximized rental income while minimizing expenses through effective planning and control.

EXECUTIVE DIRECTOR

10/2011 to CURRENT

Super Student Athletes Inc. | Louisville, KY

- Created board of directors of 12 to foster under exposed youth athletes to balance life on/off field.
- Recruited new members through attendance at community events, promotional materials, and other methods.
- Created innovative processes to facilitate curriculum that incentivizes youth to give back to their community, along with other acts of kindness.
- Promoted missions of group to public with successful community outreach and marketing strategies.
- Created promotional materials and provided insightful information to social media, websites and print media to educate public.
- Addressed issues immediately and worked with other stakeholders to find most effective solutions available.
- Focused teams on developing innovative and cutting-edge approaches at all levels with effective resource allocation and strategic planning.
- Worked with students in classrooms or home environments to provide educational support.
- Collaborated with parents to create tutoring sessions appropriate for student's age, learning preference and learning style.
- Spearheaded group tutoring sessions to help students struggling in similar areas.
- Provided early intervention assistance to struggling students.
- Met with students and discussed educational goals and expectations.
- Motivated students towards learning and studying to build self-confidence and reduce fear of failure.
- Stressed importance of good study habits and developed homework schedules, encouraging students to create personalized study plans.

PROFESSIONAL ATHLETE

02/2008 to 09/2015

National Football League | Louisville, KY

- Effectively communicated with diverse groups of athletes, coaches and game officials.
- Represented sport of football at local, national and international expos and events.
- Represented and endorsed Reebok brand.
- Trained extensively 40+ hours per week for upcoming competitions to perform at top-level.

- Exhibited excellent teamwork and strong work ethic by promoting camaraderie.
- Managed time effectively while traveling for games, attending practice and going to classes.
- Promoted proper stretching, warmups and conditioning exercises to prevent sports injuries.
- Developed new non profit programs through marketing and advertising stage.
- Provided instruction to children ages 8 to 16 through fundamentals of various sports, including Football and Basketball.
- Developed strong framework and policies for effective collegiate level sports program.
- Attended all practices, meetings and workouts on time.
- Exhibited excellent teamwork and strong work ethic by promoting camaraderie.
- Introduced games and drills, which helped students to better develop their skill levels.

EDUCATION

Bachelor of Arts | Business Communication, Business Marketing

05/2016

University Of Louisville, Louisville, KY

- Received full athletic scholarship
- Accepted the opportunity to play professional football after junior year in college
- Later returned to finish degree and graduate
- Majored in Communication
- Minored in Business Marketing

AFFILIATIONS

- Unbridled Eve Charitable Foundation
- Sowing Seeds with Faith
- A1 Foundation
- University of Louisville Alumni Association
- National Minority Supplier Development Council
- National Football League

CERTIFICATIONS

- Nationally Certified Minority Supplier, TSMSDC - 2017- present