

### TRANSFORMATIONAL SENIOR LEADER Unparalleled Growth Results in Fortune 50 Companies

**R**esults-driven Operations Executive with exemplary record of leadership in corporate finance, business development, strategic planning and operations with multi-national top Fortune 50 companies. International leader for geographically dispersed teams across multiple business units and disciplines. Achieved consistent multi-million-dollar YOY revenue growth and high EBITDA margins. Reputation for turning around under-performing operations by envisioning and executing progressive models of performance. Keen ability to translate strategic objectives into actionable plans. Drive all aspects of corporate sales planning, building customer-centric sales teams.

#### SIGNATURE EXPERTISE

Business Optimization	International Expertise	Business Financial Guidance
Financial Management	Strategic Planning	Cost-Effective Solutions
Operations	Problem Identification/ Resolution	Risk Management, Mitigation
Global Team Leadership	Internal/ External Audits	Sarbanes Oxley Compliance
Financial Analysis	Financial Reporting	Financial Stewardship
Corporate Structuring		Global Controls & Compliance

#### EXECUTIVE CAREER HIGHLIGHTS

**Executive Operations Leader** driving digital service model solutions to expand revenues beyond traditional product offerings. Spur growth through reengineering and optimization of business solutions with consistent YOY growth and 8.5% compound annual growth (CAGR) over 8 years.

- Achieved 25% historic revenue growth in 2019, growing new business in US, EU and Asia by streamlining global financial operations for environmental services division.
- Maintained consistent 20% opex for last 4 years despite 20% growth in employees.
- Hired and trained 55% of global sales support team raising quality of sales team to achieve closure rate of 68%.
- Improved sales readiness time by 60% by creating onboarding program to ensure sales training program remained sustainable during enterprise growth.

#### PROFESSIONAL WORK EXPERIENCE

##### COMPANY X • TEXAS • 2010-PRESENT

*Company X is an American multinational oil and gas Fortune 50 organization.*

##### General Manager (2018-Present)

Rose through leadership ranks to spearhead all operational activity, leveraging software and customer relationships to solidify Company X as industry leader known for its sustainability programs. Direct oversight for all marketing strategies, global pricing, product management, commercial and consumer marketing, marketing research, brand management, sponsorship activities, brand and product integrity, marketing services, and sustainability programs.

- **Change Management:** Implemented progressive new agency model for global marketing programs to better optimize local agencies and reduce operating costs by \$20M annually. Reorganized under-performing departments and led change management efforts to shift activities to reduce costs by \$10M.
- **Global Leadership:** Direct oversight for team of 18 across eight countries. Tripled revenue in European market by rescuing stalled projects valued at 4M, winning over new clients and repairing existing client relationships by introducing new quality standards.