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## **EXECUTIVE MANAGEMENT OPERATIONS & FINANCE CAREER PROFILE**

**Profit Oriented Performance:** Seasoned executive with expertise in all facets of business management including new business development. Key management portions include companies with national and international operations. Established track record for utilization of financial management strategies that ensure fiscally sound and profitable operations.

**Systems Analysis:** Knowledgeable in all facets of systems analysis and computer programs. Demonstrated expertise in the introduction of software applications that enhance overall operations and result in increased productivity and profitability.

**Human Resource Management:** Skilled in providing an environment that attracts and retains a qualified, motivated, productive workforce. Experienced in effectively managing a small, medium, and large workforce of up to 60 staff.

**Communications - Interpersonal Relations:** Expert in effective communications with staff, executive management, clients, vendors, and other diverse groups external to the organization. Negotiation skills result in competitive contracts and pricing that enhance profitability goals.

### **AREAS OF EXPERTISE**

|                                  |   |
|----------------------------------|---|
| <i>Start-up &amp; Turnaround</i> | <i>Inventory/Cost Control</i>           |
| <i>Production Management</i>     | <i>Contract/Price Negotiation</i>       |
| <i>Human resource Management</i> | <i>Profit &amp; Loss Accountability</i> |
| <i>Client/Vendor Relations</i>   | <i>Budgets &amp; Forecasting</i>        |
| <i>Sales &amp; Marketing</i>     | <i>Strategic Planning</i>               |
| <i>Operations Management</i>     | <i>Print &amp; Media Advertising</i>    |

### **CAREER HIGHLIGHTS**

**Key Participant** in the management team responsible for company's growth of over \$963 million from \$37 million to \$1 billion in annual sales within a seven year period.

**Recruited** to manage department with over \$300 million in unpaid invoices. Invoicing to customer were over \$340 million in the arrears. Reorganized department, interfaced with clients, suppliers, and government taxing authorities. Instituted systems and procedures which brought the department current in just 90 days.

**Instituted** new computer systems in nation's third largest engineering/construction company to control accounting and data processing functions and coordinated with purchasing estimating, subcontracts, engineering cost, engineering, logistics, and material control functions.

