

JOHN DOE

City, ST
(000) 000-0000
email@email.com

PROFESSIONAL SUMMARY

Growth-oriented business executive with over 25 years of proven success in establishing, leading, and growing profitable businesses. Expert at achieving next-level success through acquisitions, strategic market positioning, operational improvements, and collaboration with executive boards. Recognized for optimizing productivity through operational efficiencies and delivering exceptional results in terms of growth, revenue, operational performance, and profitability. Delivers superior returns for shareholders by combining business leadership with technical and financial acumen. Efficiently manages cross-functional teams through the use of interactive and motivational leadership skills that encourage people to be productive and loyal. Maintains effective leadership in a group setting while inspiring others' cooperation and confidence. Open to relocation on a global or national level as well as traveling or partially remote work position. Eager to master new challenges and contribute to the overall success and growth of the company.

CORE COMPETENCIES

- Leadership skills
- Marketing management
- Growth management
- Process optimization
- Financial transactions
- Relationship building
- Profit and loss
- Business development
- Cost analysis
- Strategic planning
- Risk management
- Commercial awareness
- Profit growth
- Communication skills
- Budgeting and forecasting

CAREER HIGHLIGHTS

- Served as the primary driving force behind the acquisition of XYZ Co, which significantly strengthened the company's North American presence
- Grew a startup with only 13 employees into the most successful and profitable subsidiary in the world with a total of 70 employees, and improved the effectiveness of teamwork throughout the organization
- Exceed performance expectations consistently by increasing annual revenue from a loss of \$700k in 2013 to a profit of \$1.6m in 2020
- Formulated and implemented the strategic plan that serves as a guide for the company's growth and development
- Oversaw the entire operation of an organization following the direction established in the strategic plans of the organization
- Streamlined organizational production successfully through reorganization of policies and procedures, operations, finance, and team productivity
- Launched a comprehensive reengineering initiative for the company's operations and marketing strategy
- Restored financial controls and operating efficiency by focusing efforts on cost optimization, forecasting, and profit growth
- Engineered the company's sales growth to over \$200k in the first few months by adding electrical services and the installation of burglar alarms and surveillance equipment as additional services
- Collaborated with sales team to qualify prospective customers within an assigned geographic territory, utilizing a variety of sales and lead generation techniques that resulted in annual revenue of over \$6m
- Capable of managing the business's overall economic aspects, including the preparation of financial reports, the maintenance of the general ledger, the payment of bills, the preparation of customer bills, account analysis, and balance sheet reconciliations, as well as expenditures and profit and loss
- Recognized for ability to define and prioritize critical strategic objectives in collaboration with partners across the organization to provide decision support through high-quality business forecasting, operations, and analytics processes

PROFESSIONAL EXPERIENCE

Job Title Company, City, ST	03/14 – Present
Job Title Company, City, ST	01/11 – 03/14
Job Title Company, City, ST	01/08 – 03/11
Job Title Company, City, ST	07/03 – 01/08
Job Title Company, City, ST	09/98 – 07/03
Job Title Company, City, ST	05/94 – 09/98

PUBLICATIONS

Auto Laundry News and Professional Car Wash and Detailing Magazines	04/11 – 06/15
Rural Market Success	
Turnkey Wash Benefits New Operator	
Executive Forecast for 2006	
Maintenance and Repairs Part II	
Maintenance and Repairs Part I	
Security: Build it in, Add it on, Rehab in 20 Days, Total Reclaim,	
The Friction IBA	
Multisite Management for IBA Operators	

EDUCATION

Bachelor of Science in Automotive and Diesel Technology Nashville Auto-Diesel College Nashville, TN	1994
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