

JOHN SMITH, MBA, CPA

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FINANCIAL AND OPERATIONAL EXECUTIVE

Experience With Start-Up, Turnaround and Fast-Growth Companies

“Specializing in optimization of financial and operational performance through implementation of solid systems”

Solution-focused and profit-driven leader with the vision, experience and business acumen to move **beyond the financial statements** and formulate cost-effective strategies to overcome potential shortfalls, maximize resources and increase revenues. Skilled negotiator who consistently builds positive, mutually respectful relationships with banking and investment-financing officials to facilitate corporate expansion. Instrumental in planning long-term corporate direction.

Hands-on experience in diverse leadership positions to earn progressive responsibility for all aspects of business development, accounting, financial and operations management. Skilled at **managing cross-functional teams** and implementing workflow processes to improve productivity. Able to see the ‘big picture’ to move companies forward.

Reputation as a ‘financial troubleshooter’ supported by **over 20 years** of consistently successful management level experience with organizations ranging from entrepreneurial ventures to multi-national corporations. Valuable network of business contacts throughout the US, Canada, Europe and Asia. Fluency in English, Spanish and Italian. Sound knowledge of latest business technologies and applications (*see more details on page 2*).

KEY EXECUTIVE BENEFITS:

BUSINESS RESTRUCTURING PROGRAMS ... PROFITABILITY STRATEGIES ... IPO PROCESS LEADERSHIP VENTURE CAPITAL FUNDING ... MERGERS & ACQUISITIONS ... FINANCIAL & OPERATIONAL ANALYSIS TECHNOLOGY INTERFACE ... COMPLEX SALES & MARKETING

CAREER SYNOPSIS:

Chief Financial Officer / VP Operations

PROFESSIONAL ELECTRONICS CORPORATION, A
Business: Specialty electronics manufacturer with 150+ employees at 4 sub applications to primarily defense, transportation and communications industries

Primary Challenges: (i). Building a positive image and infrastructure introducing effective financial controls; (ii). Reestablishing re expansion projects; (iii). Strategically growing 2 under-performing outsourcing a major portion of manufacturing activities.

Leadership Actions and Significant Results:

- Advised senior management team in hiring qualified staff tools to facilitate precision in executive decision-making st **within 24 months from initial operating loss position.**
- Developed strategic initiatives designed to re-establish sol **Million credit line in 5 months**, ultimately renewing lend
- Re-negotiated line of credit and **increased borrowing cap**
- Spearheaded company’s mergers, acquisitions and divest **nearly +600% return on investment in 5 years.**
- Developed insurance criteria rating to facilitate cost effective selection of **benefits leading to service improvements and +10% annual cost reduction.**
- **Outsourced call center operations into a 24/7 national 800 center**, installing support systems, recruiting management and directing construction of center.

Additional Focus and Contributions: Simultaneously responsible for overseeing day-to-day operations and establishing workflow processes for 24 staff members as Interim President at \$3 Million research subsidiary in Houston. During first 6 months **modernized an under-performing** product line and established reporting and tracking system to ensure agreements **meet milestones and remain within** budget.

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