



UNLOCKING OPPORTUNITIES THROUGH LEADERSHIP AND STRATEGY

## Looking For...

Ideal role: Senior or Division Leader in Construction, Service, or Financial Operation (COO or CFO in small to midsized company). Willing to relocate, but currently accessible to NYC, Philadelphia, or NJ.

## My Strengths...



- **Impactful Business Leader** with a successful record in communicating vision, aligning goals, and creating ownership to deliver growth and improve performance and profits.
- **Analytical Decision-Maker** with exceptional financial background using data, creative modeling, and analytics to evaluate options.
- **Mentor and Coach** who leverages and develops managers to achieve ownership, accountability, and engagement in continuous improvement.
- **Savvy Operations Manager** known for driving efficiency through restructuring, process improvement, team Kaizen and ACE events, and creating executable deployment plans.
- **Highly Motivated, Resourceful, and Supportive**

## Education



- **B.S.**, Mechanical Engineering & Finance  
Cornell University, Ithaca, NY
- **M. Engr.**, Engineering Management  
Cornell University, Ithaca, NY
- **Executive MBA**, Business Management  
Purdue University, Lafayette, IN
- ACE Certification

## Creating Business Value



<b>Focused Leadership</b>	<b>Scalable Growth</b>	<b>Optimal Efficiency</b>	<b>Improved Profitability</b>
Strategy Planning Execution Communication Vision	Marketing Capacity Segmentation Differentiation Acquisitions	Technology Structure Process Benchmarking Best Practices	P&L Oversight Metrics Mgmt. Cost Reduction Analysis Asset Mgmt.

## Dynamic Results

**Turned Around** an under-performing operation with 70% employee turnover to eliminate unplanned turnover, stabilize and grow market-share, reduce working capital by \$20M, and quadruple profits

**Designed** creative financial models to better manage projects, identify branch underperformance and profit potential, evaluate new business feasibility, and optimize route capacity structure

**Improved** numerous departments and business processes, such as:  
Testing – Improved compliance to eliminate civil penalties of \$2M/yr. Construction – Improved PTE by \$3.5M w/in a year while growing share by 3 points. Service – Reduced hrs./unit by 3.5% per year on average. OO – to 46% of O Sales

**Recipient** of multiple company awards for business performance, including: Profit, Excellence, Modernization, New Equipment, Overhead, Safety, and Working Capital

## Multi-Functional Experience

