

# MAYA STOKES

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46608 Olson Plain, Chicago, IL • +1 (555) 548 0512

## WORK EXPERIENCE

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### DIRECTOR & GROUP LEAD, AGRICULTURE

05/2016 - PRESENT

Houston, TX

- Accountable for the overall performance of the division including the achievement of revenue, profit and expense budgets on a quarterly, annual and 3 year basis
- Works with the Vice President to define business unit financial targets and objectives, and plans toward the ongoing achievement of these targets and objectives
- Directs and guides division's employees towards achievement of divisional and company objectives and goals
- Submits monthly and quarterly financial and business status reports as required and directed by the Vice President and Chief Executive Officer
- Accountable for establishing and achieving performance against non-financial Key Performance Indicators
- Maintains effective business relationships with all key stakeholders within Trimble; and its vendors, customers, and dealers
- Establishes appropriate short and long-term strategies to compete effectively in the current and future market

### AGRICULTURE

01/2010 - 12/2015

Boston, MA

- Work in conjunction with Area Supervisors to maintain harvesting flow and quality
- Ensure that safety rules and regulations are followed and enforced
- Maintain cost controls over equipment for budget purposes
- Knowledge of plant regulations, animal products and animal by-product regulations, and biological, pharmaceutical and plant product permit requirements
- Knowledge of the Convention on International Trade in Endangered Species (CITES) regulations
- Knowledge of biological and agricultural science and of APHIS programs, activities, and regulations
- Skill in interpersonal techniques such as communication, interviewing, observing, behavioral and cultural analysis, and decision making skills
- Knowledge and ability to interpret a wide variety of laws, regulations, and procedures related to import-export of agriculture commodities, commercial cargo, and passenger/cargo/baggage processing
- Extensive knowledge of DHS and USDA operating components, program objectives, and goals

### AGRICULTURE & FOOD SECURITY INTERN

01/2003 - 07/2009

Los Angeles, CA

- Determines and implements appropriate management and governance structures to deliver to strategy profitably
- Determines resource allocation for current and future products
- Builds and maintains pipeline of leadership talent, including succession plans for direct reports and other key roles
- Regularly identifies strengths, weaknesses, opportunities and threats in the market and against competitors
- Manages the balance of engineering time/budget spent between innovation/research, product development and maintenance
- Thorough knowledge of Bank's commercial lending and deposit products and services, and customer profitability model in order to provide integrated financial solutions
- Responsible for daily repair & maintenance of agriculture and related equipment
- Responsible for maintaining an even and sufficient flow of raw product from the assigned field that meets or exceeds company standards during harvest season

## EDUCATION

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### ADAMS STATE UNIVERSITY

1998 - 2003

Bachelor's Degree in Agriculture

## PROFESSIONAL SKILLS

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- Strong analytical skills, strategic and critical thinking skills, and able to shift easily between strategic and tactical roles
- Strong people manager with demonstrated experience in leading high performing teams
- Excellent interpersonal skills and enthusiasm for teaching students
- Strong analytical skills and the ability to learn deeper statistical analysis, econometric modeling, and applied economic research
- Strong writing, research and verbal skills
- 4) Strong oral and written communication skills, and
- Strong technical and analytical skills in the range of issue of relevance to agriculture