

John Smith

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SENIOR OPERATIONS MANAGER / FORESTRY & HEAVY EQUIPMENT EXPERT

Highly skilled professional in log harvesting and operation of heavy logging equipment for 20+ years, both domestic and international. Proven record of success in completing multimillion dollar projects for both government and private sector. Expertise includes full cycle operations, land purchases, harvesting timber, multimillion dollar equipment use (skidders, feller bunchers, log loaders, construction equipment), bid proposals, business plans, marketing, budgeting, forecasting, contract negotiations, land planning, road building, and leadership and management. An effective communicator who easily builds consensus and leads teams to successful completion of projects. Provide leadership and mentoring to staff and apprentices. Easily develops positive client relationships ensuring repeat business for reoccurring contracts. Ability to blend a rich mix of detail with planning and goal-setting acumen to achieve objectives.

CORE STRENGTHS

Leadership & Management

- Business Plan Creation, Negotiation with Banks & Loan Officers
- Employee Coaching & Empowerment
- Creation & Implementation of New Business Operations
- Strategic Decision Making
- Critical Procedure Development
- Project Coordination & Management
- Innovative & Entrepreneurial

Operations

- Budgeting & Operational Cost / Margin Controls and Forecasting
- Business Analysis
- Land Planning & Building
- Fully Qualified Heavy Equipment Operation
- Contract & Price Negotiations
- Managed Organization & Operation of Logging Crews

Sales & Marketing

- Marketing Campaign Partnerships
- Market Forecasting
- Business Development & Expansion Strategies
- Client Relationship-Building, Loyalty, & Retention
- Tradeshow Coordination & Networking

CAREER AND ENTREPRENEURIAL HISTORY

L & S Liquors, Spring, TX, USA

Owner/Operations Manager

2008-2010

Owned and operated a local community liquor store and ran day-to-day operations. Increased revenue to over 200k in two years and subsequently sold business as an exit strategy, making a substantial profit.

- Facilitated operational directives including: inventory control, cash reconciliation, AR/AP, budgeting, and forecasting, business management and compliance of all applicable state & local laws.
- Established key relationships with vendors, suppliers, and other sales personnel to leverage profitable pricing and buying power.
- Executed product marketing placement and promotions to elevate sales of new and existing products.
- Created seasonal promotional campaigns to successfully move product, providing for opportunities to carry new items and remain competitive in the market.

Pioneer Logging, Williams Lake, BC

Independent Sub-Contractor

2007-2008

Facilitated tree-cutting phase of harvesting timber for a 1 year contract. Mapped out and developed forestry block and clearing of trees for road development; operated feller buncher to harvest 140,000 cubic meters of timber.

Training Harvest Expedition, Russia

Independent Contractor/Trainer

2006-2007

Tigercat Forestry Equipment Company sponsored my travel to Russia, sending me for the purpose of teaching the Russian loggers how to operate new and innovative equipment with the expected result in harvesting a higher volume of timber per day. This initiative could take them from harvesting 250,000 cubic meters of timber per year up to 700,000 cubic meters per year. The company shipped 5 pieces of new heavy logging equipment to Russia to assist in this goal. I spent three months coaching and mentoring the Russian harvesters and also developed a project plan to restructure their harvesting methods and processes to enable them to reach this goal.