

BUSINESS MANAGER

Resume by Resume Genius

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Accomplished and results-driven Business Manager with 5+ years of experience directing businesses with annual revenue ranging from \$1M to \$5M. Proficient in the overall development and execution of innovative strategies to generate millions of dollars in profit while forming effective and long-lasting partnerships. Looking to make an invaluable contribution to [Company Name] and embrace the opportunity to provide exceptional strategic direction, with an emphasis on driving a culture of continuous improvement.

PROFESSIONAL PROFILE

Business Manager

Primal Intelligence – Chesapeake, VA

September 2020 – Present

- Increase revenue from \$170K to \$5M in 2 years by implementing a new business strategy
- Identify areas of improvement and propose corrective actions that reduce compliance issues by 35%
- Negotiate with vendors to create a mutually beneficial agreement, resulting in \$2M+ savings in 2 years
- Administer multi-unit management of branch locations in 5 states making up \$35M+ in an annual sale
- Execute strategies that outperformed sales targets by yielding an average monthly sale of \$210K+

General Manager

Oceanavigations. – Fairfax, VA

June 2018 – September 2020

- Implemented an effective business strategy, resulting in 40% increased production
- Elevated profit by 32% as a result of technical and organizational oversight that allowed for the standardization of business processes
- Streamlined business operations, and enhanced productivity and efficiency, saving \$2M+ annually in operating costs
- Cultivated and guided a high-performing team of 120+ employees in the implementation of 14+ new product deployment initiatives
- Outperformed the US market with the highest customer retention rate of 95%, ranking Oceanavigations as one of the top 5 companies in Virginia

EDUCATION

Fairfax University of America – Fairfax, VA

Bachelor of Science in Business Administration |

Honors: summa cum laude (GPA: 3.9/4.0)

May 2017

ADDITIONAL SKILLS

- Business management
- Strategy development
- Project management
- Team leadership
- Time management
- Problem solving