

MAYA STOKES

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

WORK EXPERIENCE

DIRECTOR & GROUP LEAD, AGRICULTURE	05/2016 - PRESENT
Houston, TX	
<ul style="list-style-type: none">Accountable for the overall performance of the division including the achievement of revenue, profit and expense budgets on a quarterly, annual and 3 year basisWorks with the Vice President to define business unit financial targets and objectives, and plans toward the ongoing achievement of these targets and objectivesDirects and guides division's employees towards achievement of divisional and company objectives and goalsSubmits monthly and quarterly financial and business status reports as required and directed by the Vice President and Chief Executive OfficerAccountable for establishing and achieving performance against non-financial Key Performance IndicatorsMaintains effective business relationships with all key stakeholders within Trimble; and its vendors, customers, and dealersEstablishes appropriate short and long-term strategies to compete effectively in the current and future market	

AGRICULTURE	01/2010 - 12/2015
Boston, MA	
<ul style="list-style-type: none">Work in conjunction with Area Supervisors to maintain harvesting flow and qualityEnsure that safety rules and regulations are followed and enforcedMaintain cost controls over equipment for budget purposesKnowledge of plant regulations, animal products and animal by-product regulations, and biological, pharmaceutical and plant product permit requirementsKnowledge of the Convention on International Trade in Endangered Species (CITES) regulationsKnowledge of biological and agricultural science and of APHIS programs, activities, and regulationsSkill in interpersonal techniques such as communication, interviewing, observing, behavioral and cultural analysis, and decision making skillsKnowledge 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 processingExtensive knowledge of DHS and USDA operating components, program objectives, and goals	

AGRICULTURE & FOOD SECURITY INTERN	01/2003 - 07/2009
Los Angeles, CA	
<ul style="list-style-type: none">Determines and implements appropriate management and governance structures to deliver to strategy profitablyDetermines resource allocation for current and future productsBuilds and maintains pipeline of leadership talent, including succession plans for direct reports and other key rolesRegularly identifies strengths, weaknesses, opportunities and threats in the market and against competitorsManages the balance of engineering time/budget spent between innovation/research, product development and maintenanceThorough knowledge of Bank's commercial lending and deposit products and services, and customer profitability model in order to provide integrated financial solutionsResponsible for daily repair & maintenance of agriculture and related equipmentResponsible for maintaining an even and sufficient flow of raw product from the assigned field that meets or exceeds company standards during harvest season	

EDUCATION

ADAMS STATE UNIVERSITY	1998 - 2003
Bachelor's Degree in Agriculture	

PROFESSIONAL SKILLS

- 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