

## Objective

As a senior leader in sales and operations, Paul has enjoyed much success producing impressive results in both people's development and financial gains. With over 10 years' experience driving profitable and sustainable markets in the residential and commercial security space & financial industries Paul has an appetite for business development, sales initiatives, organizational growth, data analysis, coaching and directing.

## Skills

Microsoft Office, Google Docs.

## Work Experience

### Associate Director Of Operations I

**ABC Corporation** - August 2012 – January 2014

- Support Regional Directors with oversight of programs.
- Maintain budgets and FTEs for all homes and Day programs under supervision.
- Ensure the programs are fiscally stable.
- Must continually strive to improve processes and procedures
- Communicate with operations and other departments company-wide to ensure the use of best practices and the standardization of processes and procedures
- Seek methods of automating recurring processes. Find ways to increase profitability and encourage team to do so.
- Be responsible for the timely completion of project deliverables as required per the SOFIA contract.

### Associate Director Of Operations

**Delta Corporation** - 2009 – 2012

- Supervised and directed all accounting / financial operations, maintenance operations and human resource operations.
- Partner with large health plans to design solutions for their electronic business processes involving claims routing, payments, member eligibility.
- Provide leadership for all operations of the CRWC and satellite facilities, including recreation fields and tennis courts Provide leadership and.
- Serve as liaison to the Facilities, Planning, and Construction department for all construction projects Represented Campus Recreation Department from an.
- Provide oversight of formal user agreements and facility scheduling by both internal and external groups Provide oversight in the development of all.
- Michael Schaffer / 330-371-4281 Increased overall profitability of the market by 14% first-year by meticulously maintaining cost.
- This is Dummy Description data, Replace with job description relevant to your current role.

## Education

B.S. in Human Services - (Hudson Valley Community College - Troy, NY)