

Objective

A high-energy, Founder/Managing Director who transforms the culture stressing accountability, execution, and empowerment to deliver exceptional results. By establishing a strategic plan that accounts for the needs of the customer while developing leaders focused on execution and accountability I utilize my energetic and passionate mentoring approach to challenge the organization to create solutions that enable excellence in performance. A leader who challenges all to think and act beyond their constraints in order to develop unique and effective solutions creating value from the stockroom to the boardroom and being the enabler of organizational excellence.

Skills

Six Sigma Black Belt Trained, Lean Manufacturing Leadership, P&L Leadership, Vision & Strategic Development, Business Development, Leadership Development

Work Experience

Founder/Managing Director

ABC Corporation - September 2014 – Present

- Top-executive charged with building a successful business from the ground up making the vision of the joint venture partners a reality.
- Establishing a business culture that delivers exceptional quality, superior service and profitability while rewarding entrepreneurial spirit in a critical health service industry supporting operating room effectiveness for major healthcare institutions.
- Taking the partners vision and convert it into an exceptional functioning business.
- Building a financial plan establishing revenue stream, capital requirements and business costs that deliver on NPV and IRR requirements for the investors while building the foundation for business growth.
- Establishing the organization structure and culture while transforming the quality and service delivery to achieve critical customer requirements.
- Establishing a business structure utilizing current Managers, educating them on the necessary performance changes to deliver results and develop them for a level of leadership greater than their current roles.
- Establishing processes to generate revenue and improve profits to deliver on the invested rate of return projections.

Managing Director/CEO

ABC Corporation - 2009 – 2014

- Targeted new business opportunities through networking, publications, tradeshow, meetings or other conventional sources.
- Targeted promotional opportunities through media, meetings, performance, and other conventional sources.
- Targeted the status of current business through reports, data, trends, feedback, networking, and other conventional sources.
- Targeted training opportunities for technical personnel.
- Prepared bids, proposals, and budgets for potential clients.
- Prepared overall status reporting as requested by the Senior Vice President or President.
- Monitored industry trends to determine potential client needs.

Education

Bachelor in Business Administration And Business Communications - 2005 (Rutgers University-New Brunswick, NJ)B.S. in Business And Finance - (Long Island University - Southampton, NY)Marketing - (The Wharton School)