

CARROL WAYNE (C.W.) PORTER

CONTACT

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SKILLS

- Committed and creative in resolving internal and external challenges.
- Adaptive communication.
- Skilled in project management, software and process improvement in verticals and matrix organizations across the world.
- Transferable skills include technology literacy, high organizational habits, accounting and bookkeeping, finance, lean business practices, management.
- An active golfer and outdoor enthusiast paired with a business background and demonstrated local, regional and global dominance in product and service experience.

EXPERIENCE

CEO/PRESIDENT, Sep 2005 - Current

Amera Travel Network International, Midland, TX

Travel Coordinator, Sep 2005 - May 2007

- Qualify and Close Leads via internal/external distribution resources utilizing optimized travel product and expert destination knowledge to tailor, entice and convert such inquiries into closed sales/revenue with a long-term objective of managing the client through the sales cycle year after year or as demanded.
- Utilize versatility and efficiency in individual and team capability to maximize simultaneous capacity to effectively meet and exceed monthly revenue quotas in order to benefit the business and agent alike while remaining committed to providing quality products, service and overall travel experience to ensure repeat business.

Manager, May 2007 - August 2009

- Development and Implementation of operational strategy and internal information systems through design of new and optimization of existing processes and systems in order to maximize organizational performance across all business functions utilizing shared directives to promote consistent and frequent reporting of vital qualitative and quantitative data enabling continuous analysis, interpretation and adjustments to improve the overall success of strategies/directives implemented.
- Quality Control and Conflict Resolution as pertains to customer satisfaction of products, services and planned logistics provided by the managed sales force and potential errors/omissions.

International Operations Manager, Sep 2009 - December 2011

- Establish new JV partnerships, Nurture existing JV network and leverage both to grow and track each partners distribution of the represented cruise products under contract with ATNI.
- Facilitate required FIT and Group booking service and support required by our international JV partners and our mutual clients from the associated cruise brands utilized for booking.

CEO/President, January 2012 - July 2020

- Manage and Direct Human Resources, Information Technology, Finance and Accounting functions
- Facilitate Tax Filings (Texas C-Corp)

PROFESSIONAL SUMMARY

Accomplished business executive recognized for producing growth and cultivating success. Forward thinking, customer-centric business leader with a proven record of generating and building relationships, managing projects from concept to completion, designing training strategies, and coaching individuals to success. Essential in integrating operational strategies, building partnerships and developing processes while lowering costs in a sustainable manner. Skilled in developing creative strategies, services and marketing for developing roadmaps for solutions without losing the heritage of a brand.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION

University of Texas Permian Basin, Odessa, Texas
Graduated 2011, 3.615 GPA

BACHELOR OF BUSINESS ADMINISTRATION

Texas Tech University, Lubbock, Texas 1999-2002

THESIS PROJECTS

Thesis Project (Strategic Management):

Business Plan and Commercialization Strategy for the Ghost Company which was introducing a product utilizing disruptive technology and design in the oil/gas industry. Product installed into battery storage tanks using buoyancy to adjust with changing levels of oil in order to capture flash gas within the flash zone. Secondary use: back flow fire foam to put out tank fires in order to lessen or eliminate risk to firefighting crews.

International Entrepreneurship: Business Plan and Commercialization Strategy for a simulated company establishing an international network and technology driven platform to serve lesser developed countries medical needs (telemedicine).