

ELIOT DELUNAS

+66 (0) 86 014 2906 | edelunas@gmail.com | Nationality: USA

WORK EXPERIENCE

2015 – present **Managing Partner**

One Place Events – Bangkok, Thailand

Provide leadership for the development and launch of a scalable web application offering ticketing and event management services. Manage development schedule for 2 ASP.NET developers, 1 HTML developer, and 3+ admin staff. Provide gap analysis, workflow strategy, and product testing including acceptance phase. Run digital marketing campaigns for product awareness and new customer acquisition. Operate a Thai LLC with full legal compliance. Created an innovative solution to lower SME business complexity and expand the competitive landscape for event organizers.

2012 – 2014 **Project Manager**

Asia Trade & Commodities (RMA Group) – Afghanistan / U.A.E.

Managed a variety of client projects ranging from logistics services, data analysis, market entry consultation, risk assessment, construction, project bidding, and more. Worked with multinational clients such as Toyota, Brasidas Group, Sadaf Petroleum, Insurance Corporation of Afghanistan, and other government-service contractors.

2011 (project-based) **Contract Services**

RMA Group – Bangkok, Thailand

Prepared responses to US Government solicitations for services and supplies with magnitudes ranging from \$10M - \$150M USD maintaining a 100% compliance rating. Developed complex estimating models. Prepared technical responses using field experience and knowledge of post-conflict and emerging markets. Researched business feasibility and identified subcontractors to expand operational capabilities.

2010 – 2012 **Project Controller**

RMA Group – Afghanistan

Managed US Government and private sector contracts to provide various supplies and services to support US military presence and operations in Afghanistan. Served as a communications contact for client correspondence regarding progress, specifications, compliance, change orders, equitable adjustments, and disputes. Worked to grow revenue from \$5M to \$9M USD over a two-year period, by installing cost controls, managing supply chain, developing more efficient estimating models and winning new business. Provided leadership to engineering and administrative staff of 20+ employees (with 350+ total staff). Subcontracted local service-providers. Bid to win government and private contracts exceeding \$3M USD each. Completed projects on time and under budget in hostile environments and military installations.

2009/2010 Co-Founder

Love Crunch – Chicago, IL, USA

Developed and launched a nutrition concept involving community food donation for each unit purchased. Assisted with market research, product development, financial planning, growth strategy, and communications. Nature's Path eventually paid the company to change its name and was shut down shortly after.

2008 – 2010 Associate II

Spherotech, Inc. – Lake Forest, IL, USA

Specialized in polystyrene microparticle manufacturing and coatings for flow cytometry and assay applications. Attended industry trade shows. Experienced working with pharmaceutical supply, inventory control, and ISO-certified documentation/quality standards. Participated in coatings industry trade association.

EDUCATION

2004 – 2008 Indiana University Bloomington – Bloomington, IN, USA

Bachelor of Science, Chemistry

Spanish Minor, Hutton Honors College (directly admitted), and 3 years of analytical research at Jacobson Research Group with submission of honors research thesis.

ACTIVITIES & AFFILIATIONS

- 2015 – Present • American Chamber of Commerce Thailand, Special Member
- 2015 – Present • Amcham Community Engagement Committee, Active Participant
- 2012 – 2014 • Rotary Club of Kabul City, District 3272, Zone 6, Founding Member
- 2012 – 2014 • EU Chamber of Commerce Afghanistan, Special Representative
- 2016 – Present • Bangkok AfterWork monthly social networking group, lead organizer

SKILLS & EXPERIENCES

- Excellent communication, interpersonal, and organizational skills
- Excellent leadership and management skills in diverse, multi-cultural teams
- Resourceful, creative, and experienced in research, analysis, and strategy
- High level graphic design, layout, formatting, and presentation capabilities
- High level skills in Microsoft Office, OS X applications, Design Software, and more
- Cultural enthusiast and traveler (40+ countries)

LANGUAGES

- English: Native
- Thai: Student/Intermediate
- Spanish: Advanced

REFERENCES

AVAILABLE UPON REQUEST