

# MICHAEL KONIG

211W Rincon St #232, Corona, CA 92880 · 707-235-2511

[michael.konig@konigconcepts.com](mailto:michael.konig@konigconcepts.com) · [www.linkedin.com/in/michaelkonigmk](http://www.linkedin.com/in/michaelkonigmk) · [konigconcepts.com](http://konigconcepts.com)

I believe the most productive teams are not so much about having the best people, but having the people who work best together, then providing them with the right tools and encouraging them to accel. This is credo I have tried to stick with while leading amazing teams that have been able to accomplish amazing goals through various business model formats.

## EXPERIENCE

### JANUARY 2020 – CURRENT

#### PRODUCT MANAGER, MOTIVO ENGINEERING

Leading a team of engineers and technicians to execute on numerous, end-to-end product design and engineering projects. Development of client relationships, budgets and schedules, team growth, and management tools while striving for the success of all projects across the company while tracking and executing to Key Performance Indicators. Projects and clients exist on the bleeding edge of the mobility, energy, agtech, and aerospace industries.

- Exceeded annual on contract goals by 33% in 2020, despite most clients and team members going remote
- Developed new forms of communication and data tracking to respond to a switch to remote operations
- Increased team size by 100% in 2020 to help execute on numerous multi-million dollar projects/clients
- Responsible for mentoring the group of project managers to work on career growth and management skills

### JULY 2018 – JANUARY 2020

#### PROJECT MANAGER, MOTIVO ENGINEERING

Working directly with a team of engineers and technicians to execute on numerous, end-to-end product design and engineering projects. Development of client contracts, project budgets and schedules, assisting in technical decisions, and striving for the success of all projects across the company.

### JANUARY 2006 – OCTOBER 2011

#### DRIVING INSTRUCTOR/OPERATIONS/LOGISTICS, WORLD CLASS DRIVING (NOW SPEEDVEGAS)

Responsible for maximizing high-end clients' experiences. Instructed clients on driving a fleet of exotic cars on and off track. Marketing for events and tours. Handled cross country travel and catering logistics. Maintained fleet exotic cars.

### FEBRUARY 2003 – AUGUST 2013

#### FRONT OF THE HOUSE MANAGER/OPERATIONS, IL POSTO TRATTORIA / FUME BISTRO & BAR

Hired, trained, and managed 10 to 15 employees in two full service, up-scale restaurants. Assisted in developing menus, staff, interior design, policies, and marketing. Handled finances and HR on a daily basis.

## EDUCATION

### GRADUATION DATE: DECEMBER 2022

#### ONLINE MASTERS OF BUSINESS ADMINISTRATION, MBA, UNIVERSITY OF KANSAS

### GRADUATION DATE: JUNE 2018

#### INDUSTRIAL TECHNOLOGY-VEHICLE DESIGN, BS, WESTERN WASHINGTON UNIVERSITY

Lab based major with critical aspects of mechanical engineering, vehicle design, hands-on manufacturing, composites, CAD modeling, vehicle dynamics, and project management. Recipient of the Don Moon Scholarship, the Schaad Scholarship, and the Western Grant. GPA: 3.27

- PROJECT MANAGER, WWU RACING, FORMULA SAE TEAM

Managed a team of 45 students to build a Formula SAE race car in one year. Built a start-up business model that replicates the industry. Raised, managed, spent, and reconciled a \$45,000 annual budget. Helped each team member develop into creative, detail oriented, analytical, and prepared engineers to function as a strong, cohesive team.

### COMPLETION DATE: MAY 2005

#### MECHANIC/DRIVING TRAINING PROGRAM, JIM RUSSELL RACING SCHOOL (NOW SIMRACEWAY)

Hands-on racing mechanic training program. Heavily involved in the building/prepping of the fleet of Formula 3 cars currently used at Simraceway Driving School.