

# Thomas M. Redlinger P.E.

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Dear Hiring Manager,

Thank you for taking the time to review my resume and application. I was searching for an operation leadership position that could benefit from my background and found a posting via LinkedIn for the VP of Strategy and Operations. My diverse executive background was garnered through years of practice, impacting new business ventures, and delivering exceptional operational results that positively impact revenue and customer experiences. Through strategic team building and leadership, I am focused on exceeding organizational objectives while providing nothing less than superior services to customers. A few specific areas in that I have brought value to organizations include:

- Pursuing growth in times of market change and market expansion.
- Embedding technology and process improvements to gain a competitive advantage
- Implementing practices and adjustments that improve operational excellence
- Developing new relationships, businesses, and opportunities increasing shareholder value

I have been at the forefront of initiatives that support significant growth. I have conceived new ideas to strengthen operations and core services to customers championed breakthrough management practices and technology, project-managed new infrastructure initiatives, and maintained the morale of my employees despite periods of instability and change. I have built best-in-class integrated operations achieving extraordinary outcomes. I pride myself in having an entrepreneurial spirit combining practical and novel ways of approaching business in today's competitive environment. I have successfully leveraged these skills and accomplishments to exceed expectations.

I have a passion for technology, continuous improvement, and developing people. I implemented these strategies throughout the industrial construction market over the last twenty years leading companies to address changing market conditions or find a path to growth. The growth has typically come from building or expanding services through brave strategic moves and technical differentiation. Below are a few selected digital efforts:

- **Accelerated the adoption of technology within our external and internal service delivery** leveraging the scalable power of artificial intelligence, machine learning, business intelligence software, digital twins, and advancements in digital warehousing to create a sustainable barrier to entry in highly competitive markets. Digital investments led to high-signal-digit reductions in costs and helped secure **15 to 20% market share gains**.
- **Leveraged technology partnerships to remotely deliver services creating a unique service offering**, including using artificial intelligence (AI) software to replace the manual review of inspection data.
- **Led the marketing, pricing and product deployment strategy** for Frank's first "AI embedded" product & service offering.

I have demonstrated the ability to meet and exceed expectations in various environments, with small private equity-backed and large matrix organizations. I understand you are busy, but feel free to reach out at your convenience or pass my details on to your colleagues as needed. My contact information is below.

Sincerely,

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