

**+1234-NAME 11**

Street Address  
City, State, Zip  
Phone  
E-mail

**OBJECTIVE**

President / CEO / Consultant

**SUMMARY**

High-impact leader and change agent with an outstanding record of building strategy-focused teams and organizations. Expert at influencing organizations and employees by providing purpose, motivation and direction, while operating to accomplish the mission and improve the organization. Supportive management style, positive mental attitude, and high energy level leads co-workers and subordinates alike to achieve highest standards of performance. Delegation of authority is balanced by ability to personally work through and resolve key issues. Understand and have successfully orchestrated and integrated all business functions into cohesive, excellent organizations. West Point Distinguished Graduate. MBA with Distinction. Culturally sensitive and internationally traveled. Fluent Portuguese. Working Spanish.

**PROFESSIONAL EXPERIENCE**

AGUA WATER CORP. – City, State

Year – Year

President (Year – Year)

Brought in to rationalize, redirect and spin-off incubated e-business start-up (\$16.5 million budget; 25 FTEs; 20+ contractors; US and UK presence).

- Provided the strategic vision, defined organizational goals and objectives, and implemented systems that delivered to market in less than six months a leading e-business solution for the \$300 billion water industry.
- Stemmed an excessive burn rate of nearly \$2 million per month to less than \$300,000 per month while simultaneously improving the product and developing a robust business development and sales pipeline.
- Signed 1,500+ customers through aggressive marketing and networking efforts.
- Created significant intellectual property around marketplace strategy.

Vice President Global Operations (Year – Year)

- Developed, implemented and supervised business-planning processes that enabled company, for the first time, to track operational performance of global assets, motivate operational efficiencies, and share best practices.
- Held corporate P&L responsibility for assets in Mexico (\$10.5 million earnings before income tax (EBIT)) and Brazil (\$2.3 million EBIT) and led the successful integration of an acquisition (\$25 million).
- Developed, implemented and supervised bi-national systems that resulted in significant improvement in corporate governance; completed an \$8 million wastewater treatment plant ahead of schedule, to standard and within budget; and facilitated positive cultural change.

**NAME**

UNITED STATES ARMY

Year – Year

President/CEO (Battalion Commander – Worldwide) (Year – Year)

Leader of a 570-person organization with an annual budget of \$1.5 million and \$20 million in property inventory.

- Rated first among 47 peers.
- Mentored, coached and developed over 50 leaders leaving a legacy of two generations of leaders rooted in the organization’s values and proficient in systems thinking and “thinking out of the box.”
- Developed and implemented a turnaround strategy that within six months took an average organization to a rating of “combat ready” and “one of the best battalions in the U.S. Army” by senior leaders at the elite Combat Training Center.
- Developed a values-based learning organization recognized by the Army as a “standard setter.”
- Developed and implemented model systems for planning, training, logistics and administration.

Special Advisor to the Chairman of the Board (Year – Year)

Developed corporate governance tools and education programs that improved the business performance of the bi-national Board of Directors of the Commission.

- Motivated a reengineering of the Commission with a view toward a seamless transfer to full Panamanian control, resulting in immediate improvements in customer service, marketing efficiencies, and information flow.
- Successfully influenced senior staffers on the Senate Armed Services Committee on key legislation actions with sensitive international implications that resulted in less bureaucracy, greater empowerment of Panamanian leaders within the Commission, and improved business practices.

Vice President, Strategy and Planning (Year – Year)

Reported to CEO of a 4,500-person organization.

- Developed procedures for staff operations and planning that were recognized by Army senior leadership as “best ever seen” and were adopted Army-wide.
- Directed effort to incorporate advanced technology into training practices. Published manual that is the Army’s main reference for the use of night fighting technology.
- Planned, coordinated and executed (until called off midway by the President of the United States) the invasion of Haiti.
- Directed crisis management response to a sniper incident.

UNITED STATES MILITARY ACADEMY – City, State

Year – Year

Assistant Professor of Economics (Honors economics and microeconomic theory)

Director, Human Relations (Department of Social Sciences)

Consultant (Department of the Army, Department of Defense, Army Material Command)

**EDUCATION**

MBA – State University – City, State  
BS – United States Military Academy – City, State

**LANGUAGES**

Portuguese – Fluent  
Spanish - Written