

CEO Resume Sample

555-555-5555 | client@artistyresumes.com | Houston, TX

CHIEF EXECUTIVE OFFICER

Visionary Executive with a long history of accomplishment within organizations building world-class Board of Directors and delivering superb strategic performance founded on sustained revenue growth objectives.

KEY STRENGTHS

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| ⇒ Emerging Markets & Trends | ⇒ Profit Problem Solving | ⇒ Organizational Restructuring |
| ⇒ Board & Stakeholder Relationships | ⇒ Start-ups & New Business | ⇒ Cost Analysis & Budgeting |
| ⇒ Market Growth Strategies | ⇒ Mergers & Acquisitions | ⇒ Contracts & Negotiations |
| ⇒ Turnaround & Change Leadership | ⇒ Building Strategic Partnerships | ⇒ Risk Management |

Strategic executive with 20+ years progressive success in revenue, profit and business growth objectives within organizations with \$15B+ in assets. Leads and motivates teams to contribute to overall growth objectives by enhancing business processes in all areas; including customer and vendor contract negotiation, project management, budgeting, forecasting, human resources, project profitability planning/reporting, licensing, compliance, and financial reporting.

Very strong background in mergers and acquisitions, overseeing all aspects of the M&A lifecycle including strategy, planning, valuation analysis, negotiation and closing. Develops and implements innovative strategies to increase revenues while improving productivity. Operates with a proven commitment to the growth of business through strong business strategy.

CAREER HISTORY

Technology Company
Houston, TX · Mar 2019 – Present

PRESIDENT

Selected due to proven ability to turnaround underperforming strategic initiatives and restructure organizations to hit outlined revenue and EBITDA goals.

ORGANIZATIONAL RESTRUCTURING: In less than 6 months, successfully reorganized the entire corporate structure, implementing new strategic measures across all areas of business that resulted in increased client happiness and retention, boosted employee morale, faster implementation of software solutions and exponential net revenue growth. This led to the reduction of implementation time by 50% and onboarding a record number of clients.

BOTTOM-LINE IMPROVEMENTS: In August and September 2019, Technology Company closed with the highest net revenue totals in the history of the company, increasing average monthly income 44% under my leadership.

SUSTAINED REVENUE GROWTH INITIATIVES: Led the transition into Agile Project Management Methodology, allowing for a high degree of collaboration between clients and project team to increase understanding of client vision, more transparent communication, predictable costs and delivery, and flexibility for changes.

Corporation
Duluth, GA · 2018 to Mar 2019

CHIEF OPERATIONS OFFICER (COO)

Chief Operations Officer over three support organizations Org 1, Org 2, and Org 3 – both divisions of Org 4 – within which Org 1 holds majority share.

STRATEGIC VISIONING & MISSION: Developed and implemented a strategy for Org 1 that doubled the business footprint in terms of ATM deployment and topline revenue. Created strategies to allow corporation to collaborate with FiServ, resulting in increasing new client acquisition by 20% and added increased efficiency to new client onboarding processes. Negotiated major revenue generating contracts for 100 organization with FIS, FiServ and Deluxe Corporation. Saving clients \$2.5M in expenses over a 3 year period.

MERGER AND ACQUISITIONS: Key contributor for the merger with Org 5, coordinated the assembly the leadership teams at three different locations (Alabama, Georgia and Florida), liaising with outside legal teams at FiServ and FIS to determine business valuations and post-merger visioning.

CORPORATE BUSINESS OPERATIONS: Developed new IT strategy, creating help-desk initiatives to handle incoming support requests from 9 clients. Increased Org 2 attendance by inviting major digital payment leaders to deliver paid speaking engagements lamenting on the positive impact of digital payments solution integrations and emerging trends – immediately increasing incoming revenue 25%.

**Corporation 2
Overland Park, KS · 2012 to 2018**

PRESIDENT AND CHIEF EXECUTIVE OFFICER (CEO)

Led the successful operation, administration, continued development and improvements to Corporation 2 and the six auxiliaries under its umbrella. Hired a team of executive administrators whose diverse expertise contribute to the institutions continued flourishing, promotion and industry leadership.

PROFIT & REVENUE GROWTH: Corporation 2 averaged a 178% asset to investment value, a 52% increase from years prior. 64% of all cumulative net income occurring while under my leadership. Total assets had the largest two year growth in corporate history, improving 23% (values increasing \$110 million). Auxiliary organization total cumulative income increased 56%. Creative investment opportunities and strategies resulted in a 348% ROI.

BUSINESS EXPANSION: Increased equity 15% and doubled new clients and revenue through the development and introduction of two new financial subsidiaries, Corporation 3 and Corporation 4.

- **Corporation 3:** Conceptualized and initiated the purchase of the casualty insurance company in 2013, to create an insurance CUSO for Corporation 5 then expand to offer services to other CU's at a better rate than competition.
- **Corporation 4:** in less than two years this start-up personal lending company attained profitability, six-months faster than projections anticipated.

BOARD & EMPLOYEE RELATIONS: Assembled a world-class Board of Directors of diverse talents to turn the underperforming company into one that currently exceeds all expectations, improving ROE 33%. Focused on Servant Leadership principles of active listening, empathy, awareness, foresight, conceptualization, stewardship, and commitment to growth and community building to boost employee morale and self-governance.

RISK MANAGEMENT & MITIGATION: Initiated improvement measure for the profitable start-up short term lending group, Corporation 6, saving the client operational and loan risk expenses while also protecting members from exorbitant payday loan fees.

BRAND STRATEGY: Successfully rebranded Corporation 7 to be a nationally recognized financial institution, resulting in brand awareness increasing 25%, positive brand perception increasing 75%, good value increased 88%

**Corporation 8
Houston, TX · 2008 to 2012**

VICE PRESIDENT OF MARKETING & BUSINESS DEVELOPMENT

MARKETING AND BRANDING: Directed brand strategy and corporate networking, creating initiatives to improve member experience, cultivate strategic business relationships and implement collaborative marketing strategies to maximize organic leads. Significantly contributing to a 6.37% asset growth (\$19.04M) and member deposits growth of 2.7% (\$278M)

BUSINESS DEVELOPMENT: Collaborated with other high-level personnel to create the strategy for new branch retail locations. Spearheaded the development and complete overhaul of the website to complement the marketing strategy and create positive user experience. Oversaw the corporate headquarters rebuild, after devastation from Hurricane Ike.

OTHER NOTABLE POSITIONS

Director of Marketing, Redding, CA · 2007 – 2008

VP, Marketing, Corporation, Hilo, HI · 2006-2007