

PROFESSIONAL RESUME BEFORE:

Business Executive Brings Unique Blend of Corporate and Entrepreneurial Expertise

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Looking for someone who has strong executive management experience **AND** knows how the owners of ABC businesses think? Being mired on one side or the other, of the Corporate / Entrepreneur continuum doesn't cut it. You need someone who has lived both in order to understand and leverage both!

Of my twenty plus years in business, I have spent approximately 14 in corporate environments and another 8 years in entrepreneurial businesses. While business is business, there are many inherent differences between the two that have to be considered.

A **Business Development Leader**, I have a successful track record of building organizations, both large and small. I lead rapid sales increases and create highly effective teams. My strong entrepreneurial approach and experienced General Management background provides a robust, business development perspective.

I thrive on developing strategic business solutions, addressing Executive & Owner level issues, such as **Increasing Sales & Market Share, Cost Containment, Enhanced Communications Systems and Culture Change.**

My sense of business comes from the repeated, hands-on building of businesses. Working with all departments to leverage a common mission of growth, I have repeatedly achieved a customer-service based, winning strategy. My strength is in developing strategies that engage the entire company towards a common goal.

An excellent team player, I prefer collaborative environments which combine the strengths of individuals in cross functional capacities, strengthening the organization overall. As well, my ability to manage business partners in complex sales environments has led to creative partnerships that were successful in winning significant, new pieces of business.

Read on for my specific accomplishments!

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BUSINESS EXPERIENCE

ABC International, City, Province **2002 – Present**
Business Coach & Mentor

I provide entrepreneurial Business Coaching & Mentoring to ABC Business Owners, assisting them in growing their business, their profitability and at the same time achieving personal life balance. I help them make more money, work less and enjoy life more.

Independent Associate – Excellent Business Financial Guys **2002 – Present**
I consult for business owners looking for financing to grow their existing businesses.

Independent Consultant **Jan – April 2002**
Managed a Business Continuance Study for the Company division of the Crown Corporation. Scope of the project included disaster recovery, integrated data management and internet integration.

THE COMPUTER SERVICES LIMITED, City, Province **1997 - 2002**
A national, computing infrastructure company, providing technology solutions, support services and professional services to Corporate and Government clients, the company grew from \$120 million to \$275 million during this period.

VP Sales, Central & Western Canada

Reporting to the President, and part of the Executive Management team, my responsibilities included strategic leadership for seven outbound Sales Teams, a national Inside Sales Support team and a Business Consulting Practice. As well, I led the ongoing development of the Sales Organization into a consultative Business Solutions Selling Model with a budget responsibility of \$170 million.

- Established the TTT Consulting Practice, 2001
- Provided Executive Sales Leadership for development of software, an enterprise e-commerce software solution
- Instrumental in the design of marketing messages of Business Vision for Staff, Business Partners & Customers
- Provided Executive relationships with customers and Business Partners
- Implemented national standard, Sales Management & Training Program, 1999
- Successfully led the evolvement of the company from a reseller of products & support services, to an industry leading, consultative System Integrator providing business impact consulting services
- In a two year come-back, I led the Western region to Top Performing Region in Actual Sales to Target achievement

ANOTHER EXCELLENT COMPANY, City, Ontario **1996-1997**
Partner

Established this Canadian City based Commercial Business Exchange franchise in Local Province. The premier company of its industry, AEC provided the first fully automated commercial exchange in North America. Working with small to medium business, we created an alternative marketing channel for goods and services.

XYZ, City, Province**1996**

XYZ provided digital computing solutions to the Printing and Movie Animation industries. Combining hardware, software & consulting services in custom configurations to these highly specialized areas led to significantly reduced time to market for customer's products as well as reduced production costs.

General Sales Manager

The mandate was to rebuild a significantly downsized organization and transition a retail sales focus into a corporate approach

Achievements:

- Increased Sales by 150%
- Rebuilt credibility with Staff, Vendors and Customers
- Planned strategy to merge Retail environment (Micro Boutique) into Corporate sales model

THE COMPUTER SERVICES LTD, City, Province**1989 - 1996**

This company began as a value added reseller of distributed computing infrastructure and networking products. In 1989 it was a small regional player with 40 staff and annual revenues of \$24 million. Through seven years of tremendous organic growth, the company's revenues grew to \$80 million by 1996.

Group Manager, Sales – New Business Development

Reporting to the President and as part of the senior management team, we built a robust support and services organization, as well as a Professional Services team. Our customers included all levels of Government and medium to large corporate entities.

- Personal revenue achievements grew from \$5 million to \$33 million
- Led the sales strategy to significant account wins: List of Companies
- 'Achievement in Excellence' – Top Group Overall Revenue
- Greater than 110% growth in New Business (new customers) each year
- Established and developed new sales teams and sales reps each year

NEAT BUSINESS, City, Province**1985 - 1989****Owner / Operator**

- Sole proprietor of this fine food retail / manufacturing franchise.
- Grew this business from start-up through first four years to its sale in 1989

SOCIAL SERVICES AGENCY, City, Province**1982 - 1985**

This non-profit social service agency provides assistance to.... By providing a variety of counseling and assistance programs, their goal is to minimize the impact of...on individuals as well as the community

Counselor

I provided counseling services to...as well as performing...services under contract to...

- Instituted the Unique Program.
- Published the monthly Newsletter

EDUCATION AND PROFESSIONAL DEVELOPMENT

Bachelor of Arts, Psychology, University

Courses Completed:

Business Coaching Certification, 2002

Financial Statement Analysis, 2002

Certification, Company Group 2001

Sales Management Training, Marketing Company 1999

Executive Management Workshops, University 1997

Professional Selling Skills, Learning Company 1995

Sales Productivity System, The ABC Group 1993

Community Involvement:

City Chamber of Commerce – Board Member – current

City Downtown Development Committee – Board Member - current

United Way of City – Community Leadership Resource Consultant - current

Region Small Business Enterprise Advisory Committee - Member - current

United Way of City

Other Social Services Agency

Topic Preparation Course Leadership