

**123.456.7890**



 **Joe\_Smith**



**email@email.com**



**New York, NY**

**J**

**oseph Michael Smith**

**Senior Executive: COO/CFO/Managing Member**

**Corporate Development | Growth Strategy | Operational Improvement**

*“****Forward-focused executive with expertise in transforming cultures and driving growth****”*

**Highly accomplished Senior Executive** with proven career track record of driving corporate development, operational management, corporate finance, and product development for diverse organizations. Continuously demonstrate expertise in positioning companies for growth through architecting corporate strategies, enhanced financial models, and standardized operating structures.

**Education**

**Colorado State University, Fort Collins CO**

Master of Business Administration

**Roosevelt University, Chicago, IL**

Bachelor of Science, Finance

**1233% Sales Growth**

**$25M Growth Capital**

**$100M Revenues**

**Key Qualifications**

Executive/Visionary Leadership | Culture Transformation

Operations Planning/Execution | Deal Structuring

Change/Turnaround Leadership | Fiscal Oversight

Strategic Business Growth | Process Improvement

Technology/Product Innovation | M&A/Due Diligence

**Professional Experience**

**ABC, LLC –** President

Provide executive advisement and support for start-up to medium sized companies with up to $100M in revenues

* Hired by companies to serve as executive leader, assisting with driving operational improvements.
* Highlights include: $1M cost savings, $MM acquisition completion, $25M growth capital raised, 20% growth and $10M in new annual sales.

**ABC, LLC –** Managing Director

Delivered executive-level strategic leadership of $40M portfolio, driving financial and operational performance and strategic investment guidance.

* Drove rapid 1233% growth of venture capital firm, increasing portfolio from $3M to $40M in 5 years.

**ABC, LLC –** CFO

Executive leader delivering complete fiscal oversight for the company, including AP/AR, budgeting, invoicing, FP&A, reporting and general ledger.

* Approved corporate funds to start consulting business offering Federal Government security contracts, which yielded $6M in revenue within 14-months.

**ABC –** Sr. Finance Manger

Built and managed PMO for Corporate Finance, leading team of 15 through produce development life cycle.

* Corporate finance lead for $225M in new acquisitions.

**Technical Skills**

Google Suite | Microsoft Office Suite | PeopleSoft

Entrepreneurial Operating Systems | Slack | Brio Query

NetSuite | Dropbox | Oracle | Kenan Systems

QuickBooks | Siebel Systems | SQL

**Testimonials**

* **Todd Smith, CEO ABC:** *“I believe Joe’s experience, strategic thinking and overall acumen makes him a very valuable asset to any company.”*
* **Todd Smith, CEO ABC:** *“Joe has deep experience when it comes to planning/strategy, operations and finance, he helped me realize my business goal of understanding robotic manufacturing within 3 months.”*
* **Todd Smith, CEO ABC:** “*Joe’s financial and operational strategic thinking in preeminent.”*