
EMILY MARTIN

New York, NY | 123.456.7890 | emilymartin@gmail.com

CHIEF COMMERCIAL OFFICER

Industry Expertise: Automotive | Aerospace / Defense | Engineering | Electronics | Metals

Transformative sales and operations executive with career hallmarked by success directing operations and setting sales strategies across 10+ countries. Multicultural savvy and unrivaled ability to gain consensus from cross-functional and multicultural teams, flawlessly executing growth strategies that drive profitability and sales revenue. Respected for ability to devise business models that help companies avoid collapse, tame operational chaos, create winning cultures, grow capability, and realize unparalleled profitability. Hatches transformation strategies and growth plans that energize high-opportunity operations.

Change enabler respected for dedication to serving—instead of commanding—and understands that empowered, heard, valued, and engaged workforces are key to achieving undisputed and long-lasting change. Create cultures that challenge the status quo mindset, inspire innovation at all levels, and consider every perspective when tasked with moving the needle forward. Leads with high visibility, transparency and integrity. Tri-lingual, able to communicate in Greek, English, Dutch.

Multi-country Retail Operations – Product Strategy & Marketing Position – Board Reporting & Advisory – Change Leadership – High-Impact Process Improvement – Sales, Profit & Growth Optimization – Talent Empowerment – Strategic Planning & Execution – Culture Change – Workforce Management – Financial Performance Management

PROFESSIONAL EXPERIENCE

ABC MARITIME | New York, NY | 2019 – Present

Chief Commercial Officer – APAC [2022 – Present]

Managing Director / Country Manager – India [2022 – Present]

Selected to hold dual strategic roles across APAC region and India. Define and direct overarching operations strategy and processes across 13 facilities spanning 10 countries. Drive revenue growth as Managing Director of India, consistently delivering against ambitious growth targets and localization plan. Lead cross-functional, multicultural team of 17 direct reports with up to 600+ indirect reports in India and APAC region. Manage \$1B P&L and \$500M in annual order intake.

- **Met challenge to meet growth targets** and increase market share as public company by creating and implementing agile sales strategy and growth roadmap that is responsive to multiple countries' market challenges and pandemic restrictions.
- **Expanded business footprint from local to regional**, transforming the business model and refining operational processes while spurring year-over-year growth and leading the charge into new markets.
- **Spearheaded smooth integration after company acquisition**, fostering collaborative workplace and maintaining high retention rate.
- **Key player in organizational restructure** that included sales and marketing strategy shift and improving cost structure of the organization.

Senior Vice President of Sales & Marketing – APAC [2019 – 2022]

Grew APAC regional sales 32.5%, impelling double-digit growth by creating and implementing future-focused sales strategies that deliver year-over-year Coach, lead, and mentor 8 direct reports and sales team of 85 to peak performance.

- **Shapeshifted business model from direct-to-market into hybrid model**, easing entry into new markets and enabling company to take advantage of third-party representative use.
 - Introduced “network management” organization to direct newly established third-party regional network.

XYZ PLC | New York, NY | 2009 – 2019

Senior Vice President of Asia & Middle East [2015 – 2019]

Senior Vice President of Strategy & Business Development [2012 – 2015]

Set direction and global strategy for marine division with presence in Americas and Europe and held accountability for commercial offering marketing strategy. Oversaw 9 facilities across 10 countries while leading team of 340 to execute global expansion / growth roadmap.

Senior Engineering Executive [2009 – 2012]

Spearheaded development and rollout of highly successful program that propelled product and operational readiness for penetration into large civil aircraft sector. Shattered company records after leading the charge with new Boeing aircraft engine design – achieving 99.5% reliability dispatch in year one.

- **Won “President Award” as mastermind of top-ranking company program** that enabled XYZ to secure service contracts for Boeing Dreamliner engine and Airbus A350 engine.

PRIOR LEADERSHIP ROLES

123 OPERATIONS | **Head of Operations, Aluminum & Packing Steel** | New York, NY

ABC GROUP R&D | **R&D & Innovation Portfolio Manager, Automation & Control Division** | New York, NY

XYZ LTD | **Strategy Consultant for Irish & UK Market** | New York, NY

BOARD OF DIRECTOR LEADERSHIP

Chairman, Board of Directors | ABC Co Ltd.

Chairman, Board of Directors | 789 Pty Ltd.

Chairman, Board of Directors | XYZ Pte Ltd.

PROFESSIONAL AFFILIATIONS

Member: Business Association, New York; Industry Advisory Committee (IAC) for the Institute of Technology; ABC Shipping Association; Association for Marine Industries; Maritime Institute

Volunteer: Children Society; Dementia Group; “Willing Hearts” Charity

EDUCATION

RR Senior Executive Program | COLLEGE BUSINESS SCHOOL | New York, NY

— *Executive Leadership Education, Global Leadership*

Master of Business Administration | UNIVERSITY COLLEGE | New York, NY

Master of Engineering – Automation & Control Systems | UNIVERSITY OF COLLEGE | New York, NY

Honors: #1 class ranking | 1st Class Honors Degree

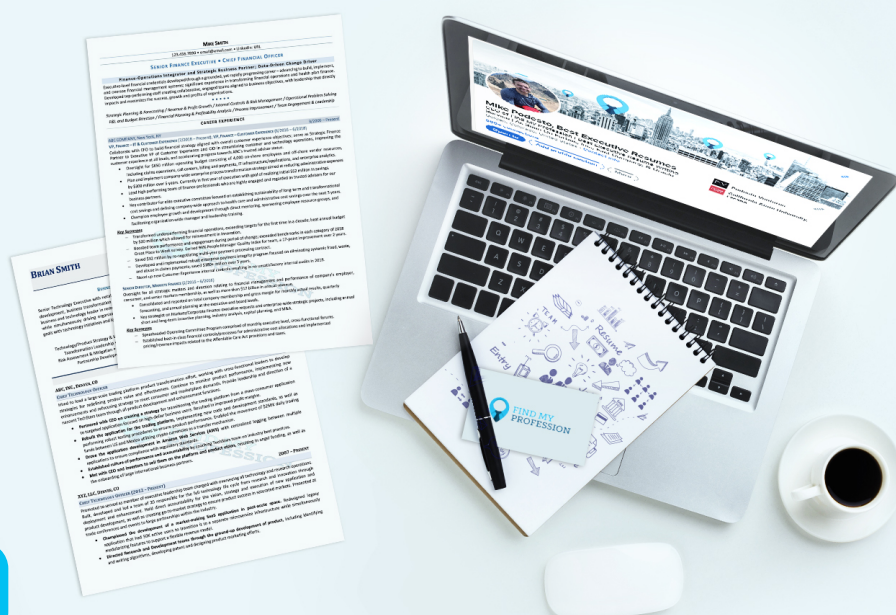
Won 2 awards for academic excellence.

Founder and Chairman of Business & Politics Club



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4.9/5 stars 275+ reviews



5/5 stars 140+ reviews



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by emailing help@findmyprofession.com or by calling 831-888-0967