
CEO Consultant – Business Process and Profitability Improvement
Full Life Cycle Leadership to Recover from Chaos and Generate No-Risk Change

Leadership Brand – Assessing a crisis situation, I bring the wisdom to instantly quantify intellectual ideas, the foresight to measure the sweeping impact of thousands of little decisions, and the acumen to innovate no-risk nexus strategies that drive Return on Equity.

Crisis and change management expert with the business, finance, and marketing savvy to define, innovate, map, and actualize equitable solutions that generate immense wealth across operations.

Persuasive coach and leader, deftly influencing and negotiating at the highest levels, extracting maximum value from project teams and all stakeholders, and building cross-organizational cohesion through positive directional leadership. Ethical advisor with unwavering integrity.

Pivotal Strengths

Financial Operations Solutions . . . IT Systems Initiatives
Productivity / Cost Reduction Projects . . . Technical & Matrix Management
Corporate Vision Realization . . . Organizational Consolidation & Development
Business Cultural Change . . . Business Systems Integration . . . Value-Added Optimization

LEADERSHIP & MANAGEMENT EXPERIENCE

CEO/President, ES BUSINESS SOLUTIONS, Atlanta GA

1998 to Present

Innovate and manage customized, value-added solutions in IT, Operations, Manufacturing, Sales, Financial Operations, and Supply Chain Management for Fortune 100 companies. Strengthen organizations to maximize assets and produce at optimal efficiency and lowest risk.

Masterminded \$1M to \$1B+ expansive turnaround projects for the world's strongest brands in technology, airlines, power, consulting, retail, banking, and finance.

Solutions Modules

Human Resources • Customer Service • Materials Management • Production Planning
Asset Management • Payroll • Accounts Payable • General Ledger • Workflow • Project Systems

Applied Leadership Milestones

- Salvaged 65% of over-budget, behind-schedule million-dollar Financial System IT project for \$280M utility company. Banked on efforts already invested, redefined the approach, mapped out a new path, renewed confidence, and unified everyone toward the same path of success.
- Delivered \$1B+ in disparate IT system integration services, allowing customers to cross-function between existing technology solutions. Negotiated unprecedented guarantee of billable bench rates for non-deployed resources and generated immediate vertical markets for revenue while maximizing profits.
- Generated immediate 150% ROI and 5-15% monthly return with minimal risk, executing Vulture Capital strategies (JG Preston, WBYB) for revenue and wealth building solutions for acquisition of business assets and real property.
- Drove revenue from \$300K to \$15M+ within 18 months with worldwide capital and logistical solution for start-up auction firm. Company catapulted from unknown to largest auction house in the Southeast.

Controller - Manufacturing Operations

1997 to 1998

ATLANTA COMMUNICATIONS (Georgia)

(\$1.3B designer and manufacturer of video, data, and voice electronic communications systems.)

- Re-engineered manufacturing practices innovating pragmatic business solutions through Focus Factory methodology. Applied activity-based costing in New Product Engineering and Sustaining Production. **Impact: Reduced cycle times 37%; cut depreciation 25% by removing excess equipment and materials; increased productivity 20%; and reduced total headcount 18%.**
- Pioneered logistical solutions focused on “Just in Time” practices across procurement and manufacturing. **Impact: Reduced gross inventory \$22M (24%) in first year.**
- Created core competency measurements resulting in restructure of product mix and worldwide manufacturing locations. **Impact: Captured \$19M in savings and improved customer response time and satisfaction. Overall, increased net income on flat sales 8%.**

Director of Operations

1995 to 1997

LIFE CYCLE TECH, Atlanta, GA

(\$3B value-added reseller/professional service for technical, training, and life cycle system requirements.)

Drove strategic planning in technology, field operations, finance, inventory management, logistics, pricing, procurement, and other services.

Impacts:

- Reduced Cost of Goods Sold 23% by re-engineering field practices, leveraging cash discounts, establishing purchasing controls, and cultivating vendor partnerships for better pricing.
- Increased net income 50%. Improved cash flow cycle 39 days by reducing days sales outstanding, reducing inventory turns, and improving asset utilization.

UNITED PARCEL SERVICE, Atlanta, GA

1987 to 1995

National Consulting Manager (1993-1995)

- Created value-added solutions consulting for \$15M to \$80B+ global enterprises in manufacturing, banking, retail, and other service industries. **Impact: Propelled operating net income from 33% to 480% for Fortune 1000 companies.**
- Developed and executed financial sales strategies focused on driving product and service value, product differentiation, and specific impacts to customers' bottom line. **Impact: Drove annual sales from \$15M to \$300M. Coached over 1,100 managers to actualize these value-added business and sales approaches.**

Regional Revenue Manager (1992-1993)**National Project Manager** (1991-1992)**District Accounting Manager** (1989-1991)**District Logistic Supervisor** (1987-1989)**MILITARY SERVICE – United States Air Force** 1981 to 1986

Non Commissioned Officer, SITK

Top Secret Clearance, Domestic and International Assignments

EDUCATION**Masters of Business Administration and Bachelor of Science, Finance**

University of Tampa, Florida