

# EXECUTIVE RESUME EXAMPLE

Chief Executive Officer

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📍 455 McCarran Avenue, Kansas City, MO 64015

## PROFESSIONAL PROFILE

Entrepreneurial and driven Chief Executive, with 20 years of leading industry expertise in founding numerous companies in domestic and international marketplaces. Facilitator and builder of world-class technology management and product development teams, with specialty in both start-up and scaled growth stages. Proven fundraising and networking skills, building fruitful partnerships with hundreds of clients and delivering multimillion-dollar bottom-line growth.

## CORE COMPETENCIES

- Company Management
- Capital Raising
- Strategic Oversight
- Product Development
- Leadership & Team Building
- Market Insights
- Sales Development
- Public Relations
- Client Outreach
- Research & Development
- Budget Management
- Negotiation

## EXECUTIVE EXPERIENCE

**CENTURY INDUSTRIES** | Kansas City, Mo  
Chairman/CEO

20XX – Present

Provide visionary leadership for \$10.5 mil. technology company offering cloud-based Platform as a Service (PaaS) for natural gas industry in the Midwest.

- Determine strategic direction and spearhead technological integration for array of services platforms to ease database burdens on labor intensive gas companies.
- Lead long-range planning with industry leaders, product management, and software development processes.
- Oversee web browser, mobile app, terminal emulator technical development.
- Grow personnel from 50 to 250 and deliver revenue growth from \$6 mil. to \$10.4 mil.

**INTRASERVE INC.** | Kansas City, Mo  
President

20XX – 20XX

Brought on to deliver and manage market growth for cloud and logistics consultancy firm for warehouse industry companies.

- Spearheaded overhaul of numerous departments and focused on recruiting key market players, while providing functional management and establishing performance metrics.
- Determined profit impact of market strategies (PIMS) of existing products and advised on the creation of higher quality products with quicker go-to-market implementation.
- Implemented high quality product development with designated sales pipelines.
- Advised on balancing short-term and long-term holding strategies to maximize foothold in dynamic technology market.

### Key Achievements

- Oversaw the development of a new line of higher quality services by hiring a team of technologist and experts to guide new product development, resulting in fully integrated team with products as new core business.
- Expanded market share from 30 percent to 45 percent in two years, and increased profit margins by 40 percent.

**CLOUDONE (Previously, SystemOne) | Chicago, IL**  
President

2002 – 2010

Co-founded specialized Quality of Service (QoS) Platform for various local business using emerging cloud-based PaaS business model with clients across North America and Central America with \$35 mil. in total revenue.

- Oversaw product development, including software development lifecycle and implementation, testing, and QA.
- Directed all operation for service outreach and product demonstrations.
- Designed and led development of a highly scalable, distributed, cloud-service platform, utilizing Service Oriented Architecture (SOA).

### Key Achievements

- Built eight service centers in Canada, US, Mexico, and Panama to process large amounts of client data.
- Successfully negotiated exit with Amazon Web Services in early 20XX for over \$50 mil.

## PRIOR EXPERIENCE

**SINGULAR RAY TECHNOLOGIES | Austin, TX**  
Senior Product Manager  
20XX – 20XX

**TEXAS INSTRUMENTS | Dallas, TX**  
Electrical Engineer  
20XX – 20XX

## EDUCATION

**MBA, Business and Finance,**  
Ross School of Business, University of Michigan, MI

**BS, Electrical Engineering,**  
Purdue University, ID

## PROFESSIONAL AFFILIATIONS

**STRANET GROUP,**  
Investor in Midwest Technology Companies,  
20XX – Present

**KANSAS CITY CHAMBER OF COMMERCE –**  
Member of Leadership Circle,  
20XX – Present