

EXECUTIVE SUMMARY

A results driven, highly competitive leader with advanced problem solving skills and twelve years' experience managing strategic operations while leading and supporting high-performance, cross-functional teams in high-intensity environments, training and development for Navy SEAL Teams and EOD Teams.

- Program Management
- Intelligence Analysis
- New Market Identification
- Key Account Management
- Executive Presentation
- Client Management
- Consultative Sales
- Business Development & Generation
- Product Management
- Critical Thinking
- Training and Development
- Performance & Process Improvement

PROFESSIONAL EXPERIENCE

The Carlstar Group

2015 - 2016

Global manufacturer and distributor of consumer goods.

Regional Sales Representative

- Managed full sales process for 308 clients in the Southern California, Southern Nevada, and Arizona territory while independently developing and maintaining favorable relationships with new and existing clients in order to increase revenue.
- Increased key account sales from \$12.8 million to \$14 million within first year, accounting for an increase in territory revenue while exceeding forecasted projections by \$1.2 million.
- Demonstrated an unwavering commitment to customer service, adding six (6) new customers totaling \$1.1 million in new sales revenue for the new fiscal year while maintaining premium service levels with existing accounts.

The United States Navy

2012 - 2015

Explosive Ordnance Disposal Training and Evaluation

Intelligence Program Manager

- Intelligence Team Leader for EOD Training and Evaluation Unit ONE responsible for the management of analysis, production, and dissemination of intelligence information on Weapons of Mass Destruction, Chemical/Biological weapons, IEDs, and Underwater Mine Warfare.
- Special Security Program Manager accountable for the management of classified information and personnel security standards as well as administration of policy changes ensuring implementation throughout area of responsibility for 221 personnel.
- Identified and resolved discrepancies in security and training programs for all West Coast Navy Explosive Ordnance Disposal Teams. Created and implemented over 1200 man hours of program resolutions providing an increase in training effectiveness for 140 personnel per year.
- Analyze and evaluate intelligence holdings to determine changes in enemy capabilities, vulnerabilities, and probable courses of action and identify and fill gaps in current intelligence information. Assessed reliability, veracity, authenticity, and collection potential to ensure passage of accurate intelligence product.

The United States Navy

2009 – 2012

Naval Special Warfare Special Reconnaissance Team

Lead Intelligence Analyst

- Exceptional proven ability to lead teams performing asset management, intelligence collection and analysis while deployed to Afghanistan, supervised Naval Special Warfare Intelligence Teams conducting operations for a Combined Joint Special Operations Task Force in support of Operation Enduring Freedom. Conducted threat assessments and determined changes in capabilities, vulnerabilities, and probable courses of action, as well as identifying and filling gaps in current information.
- Managed collection and analysis for ten lines of operation, 1300 intelligence information products, 1680 hours of geospatial metadata analysis, and 45 post-mission analysis summaries to address 900 information requests.
- Led seven-man Naval Special Warfare Intelligence Teams in asset management, asset recruitment, intelligence collection, and analysis for Operation Enduring Freedom – Afghanistan creating strategic awareness for senior leaders.

The United States Navy

2003 – 2009

Damage Control Program Manager

- Formalized a new and more effective Damage Control Program by increasing productivity and maintaining a Repair and Return rate greater than 98% while maintaining 100% accountability of all equipment.
- Managed restoration operations for Repair Division/Damage Control Division consisting of 17 personnel and over 10,000 repairable items which included all firefighting equipment as well as habitability equipment totaling \$2M in inventory.

EDUCATION

Masters of Business Administration: Projected 2018

University of Phoenix School of Business, San Diego, California

Bachelor of Science in Business Administration: 2015

University of Phoenix School of Business, San Diego, California

PROFESSIONAL DEVELOPMENT

Product Marketing; Salesforce CRM; E1 Stocking System; Sales Management; Operations Management; Team Management; Operational Risk Management; Source Operations Management; Leadership Continuum Course; Microsoft (MS) Windows Operating Systems; MS Office Suite; Combined Information Data Network Exchange (CIDNE); Certified Naval Instructor (9502); Certified High Risk Naval Instructor.

AWARDS

Twice runner up Sailor of the Year; FY12, FY13 for sustained superior performance; Senior Sailor of the Quarter; 2nd Quarter; FY13; War veteran Operation Iraqi Freedom, Enduring Freedom Afghanistan; Certified High Risk Naval Instructor; Awarded the Joint Service Commendation Medal; Awarded the Navy Commendation Medal; Awarded Iraqi Campaign Medal; Awarded Afghanistan Campaign Medal (2); Awarded Humanitarian Medal.