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SENIOR FINANCIAL MANAGEMENT EXECUTIVE

Cross-Functional Experience & Cross-Industry Experience

Highly qualified executive manager with over 24 years of financial management and controller experience. Results-oriented and effective leader with proven ability to revive financially troubled companies. Ability to proactively identify and resolve problems – reverse negative sales trends, control costs, automate accounting systems, maximize productivity, and deliver multi-million dollar profit increases. Strengths in:

Strategic Financial Planning	Profitability Improvement
P&L Management	Productivity Enhancement
Bank Negotiations & Relations	Inventory Control Systems
Wholesale Distribution Systems	Cost Control Programs
Accounting Systems Development	Team Leadership & Collaboration

PROFESSIONAL EXPERIENCE

AMR Manufacturing, LLC – Miami, FL

1987-Present

PRESIDENT/CHIEF EXECUTIVE OFFICER (1996 – Present)
GENERAL MANAGER/CHIEF FINANCIAL OFFICER (1990 – 1994)
CONTROLLER (1987-1994)

Recruited initially to stabilize financial positioning of the company during and following bankruptcy proceeding. Partnered with banks to manage finances until company sales was finalized; hired by new owners an challenged to turnaround history of declining sales and financial losses. Advanced quickly to dual roles as General Manager/Controller, and again in 1995 to CEO and President.

Currently direct all operations of the \$6.5 million business with domestic and international sales throughout the U.S., Canada, and Mexico. Provide leadership for a 150-person workforce and hold full P&L responsibility. Oversee all finances, business development, marketing, production, human resources, and administration affairs.

Selected Results:

- Reestablished financial control, leading the company from severe financial losses to strong and sustained bottom-line profitability in just 2 years.
- Transformed the company from bankruptcy to recognition and ranking as one of the largest and industry leading enterprises of its type, nationwide.
- Grew revenues 71% and increased annual unit sales from 900K to 1.3 million by executing a series of business development initiatives that expanded international sales, opened new markets, and built new distribution channels.
- Introduced process improvements that maximized per unit profit margins by decreasing production costs 27%, slashed required labor and reduced the workforce 40% while delivering a 25% increase in production.
- Initiated and launched production and sales of new products that generated \$300K new business first year with annual sales projected to reach \$2 million in coming years.

(Back of resume could include prior information for the Professional Experience section, the Education and Training section, and the Other section.)