

Dear Hiring Manager:

I am writing to express my interest in offering my professional and academic skills to your organization.

I am a senior level management consulting professional with over twenty years of experience in leading high-value business negotiations, risk mitigation, and contract execution across industries. Adept at transforming operational structures, streamlining compliance frameworks, and driving strategic growth for both profit and non-profit organizations, as well as multilateral agencies. My expertise spans industries including global health, supply chain management, international education, conservation, and environment. I have also worked in global finance, economic growth, academic partnerships, marketing and communications, defense threat reduction, and international law (including negotiations with large pharmaceutical companies and with **non-USG organizations, e.g., Global Fund, UNCHR, Inter-American Development Bank**); developed numerous cost proposals and managed contract administration for various U.S. government agencies. A commanding expert in contract law, compliance oversight, supply chain optimization, and corporate governance, with a stellar reputation for delivering innovative, profit-maximizing solutions, and navigating complex regulatory landscapes with precision. I hold an LL.M (Int'l Law) degree with concentration on Int'l. Finance & Investment Projects (**Georgetown University**), a master's Certificates in Strategic Organizational Leadership (**Michigan State University**), and Government Contract Mgmt. (**Villanova University**).

Because of my professional background, I have also developed solid skills to manage projects in the most cost-efficient manner, by displaying resourcefulness, initiative, maturity of judgement, and the ability to make sound decisions under pressing conditions. As part of my strong academic background (Law Degree, Masters in Int'l Law, Government Contract Management, (*Villanova University*), I have the ability to plan, prioritize, and implement day-to-day operations in a timely manner in a fast-paced, dynamic environment to provide better support to organizations, I also hold a Master's Certificate in Strategic Organizational Leadership and Management (*Michigan State University/Executive Development Program*) which made emphasis on: **a)** Strategic Leadership (*value proposition, competitive threats, etc.*); **b)** Strategic Decision Making (*human information processing, creativity & cognitive process; understanding risk*); **c)** Strategic Management (*understanding corporate & business strategy, best practices, strategic alliances, etc.*); **d)** Leadership Change (*capitalizing on individual differences to maximize results, evaluating employee performance, creative problem solving, change & organizational values, etc.*).

My previous experience in different types of organizations (**NGOs, multilaterals, for-profits, law firms, and associations**) has provided me with a unique and enhanced vision of combining and development a solid set of transferable skills and knowledge that have become the foundation of my personal and professional development.

I enclosed my résumé for your consideration, and I would welcome an opportunity to bring my **wide-ranging work experience, strong professional and academic background** to your organization. My salary requirements are negotiable and based on my experience and level of expertise. Please do not hesitate to e-mail me or call me at your earliest convenience.

Thank you very much for your kind consideration.

Sincerely,



José A. Palacios