**Profile Section Examples**

**(Branding yourself with The First Section on Your Resume!)**

**Consultant ♦ Executive Leader ♦ Strategist ♦ Change Agent ♦ Project Executor**

Client & people-centric business leader who empowers individuals, motivates strong teams and inspires strategic alliances. Keen ability to drive vision that manifests into client centric consultative selling which in turn creates dynamic and enduring results that are both meaningful and measurable. Executive career spans the globe, sectors and industry; from nonprofits, to start-ups, to top US and International Corporations, to prestigious University Business Schools.

**Specialties:** Executive Coaching & Advising, Strategic Planning & Ideation, Alliance & Partner Development, Strong Negotiator, New Product Development, Critical Project Execution & Delivery, Acquisition & Integration Management, Innovation Expert, Communications, Marketing & Social Media Systems, Public Presentations

**Leadership Development Expert**

**Highly Accomplished Director & Leadership Development Professional** with 20 years of proven success both domestically & internationally in developing & implementing education & training programs that support strategic and business imperatives. Demonstrated ability to provide strategic consultation, assessment, and recommendations to create innovative solutions to training challenges that achieve measurable results. Seeking a high level Learning & Development Management position within the private sector to fully utilize both the depth and breadth of experience and education.

**Specialties:** Leadership Development &Consulting,Global Training Strategies, Large Scale Program Design & Implementation, Project Management, Innovate Leadership, Cross-Functional Relationship Building

**Technologies:** Microsoft Office Suite, Web-based Trainer Collaboration Standards, Skype-Conferencing

**Mental Health Industry Expert**

**Mental Health Industry Strategist, Supervisor, & Program Director** with three decades of varied & high level appointments working with highly diverse populations: from Strategy & Program Development for Non-Profits, to Consulting for Corporations & Agencies in a thriving Psychotherapy Private Practice, to Expert Witness (for multiple Superior Courts, US Federal Court & US Military Court).

**Objective:** Seeking Program Director position at UC Davis to fully utilize extensive Psychological Services Training & Director background in the management of counseling & outreach services in the 7 academic satellites for UC Davis, in the training of psychology interns & post-doctoral residents.

**Leadership:** Clinical Training of Doctoral Students & Licensed Mental Health Professionals,Strategic Planning, Program Design & Implementation, Diversity Training, Grant Writing, Policy & Procedures, Problem Resolution, Compliance, Rules & Regulations, Investigations, Research, Training & Mentoring

**Attributes:** Strong Interpersonal Acumen & Communications Skills, Motivational Abilities, Calm Under Pressure

**Agriculture Industry Expert**

**Over 2 decades Experience in Large-Scale Agriculture Production, Operations, & Strategic Planning.** Exceptional leadership qualities & experienced negotiator with solid ability to build & foster trusted relationships with growers, vendors, customers, & personnel. Results-driven leader with proven methods for increasing production profitability while exceeding goals of stakeholders. Seeking a CEO position within the agriculture industry with a focus on Sustainability, Management & Acquisitions.

**Strategy & Operations:** Production Management, Crop Development & Production, Land Management, Farming & Food Safety, Quality Control, Crop Analysis, Expansion Strategies, Innovation, Marketing, Vendor Relations

**Leadership Attributes:** Proactive Decision Maker, Catalyst for Large Scale Solutions, Exceptional Team Management, Cross-Functional & Interpersonal Communications, Problem Resolution, Hands-On Leader,

High Ethical Standards, Positive Affect, Energetic, Approachable, Diplomatic, Highly Organized & Efficient

**Crop Experience:** Vineyards, Tomatoes, Cherries, Walnuts, Olives, Kiwi, General Row Crop

**Board Member:** California Tomato Commission Board of Directors, 2003 – 2010

**Start-Up & Sustainability:** Secured a VC’s first contract for a Sustainable Soil Amendment Product

**Finance & Agriculture Professional**

**Finance & Agriculture Professional** with experience in both public and private sectors, spanning finance to agricultural banking to wine making. Concurrently at AgBank, an agricultural credit bank with over $100 billion in assets, and the Working Professional MBA program at UC Davis. Seeking future opportunities to fully utilize and merge passion for agriculture and finance with strategically aligned experience and education.

**Specialties:** Agriculture, Finance, Credit, Data Analysis, Sales, Research, Interpersonal Communications

**Attributes:** Ability to Prioritize, Balance Multiple Objectives, Work Independently & With Teams

**Agricultural Organizations:** CA Women for Agriculture, American Agri-Women, Ag Lenders Society

**Interests:** Global Food Security, Globalization, International Agriculture, Leadership Development

**Global Investments**

Comprehensive investment background with largest US pension fund and leading, global financial firms across US, European, and Asian markets. Strong knowledge of all facets of corporate fundamental analysis with extensive experience in cash flow modeling, relative value analysis and covenant review.

**Objective:** Seeking credit analyst positions for investment firms/banks or FP&A positions in technology firms to fully utilize and merge nearly a decade of finance experience with MBA education & CFA.

**Technologies:** Bloomberg, POINT, Excel, Power Point and Microsoft Office Suite

**Languages:** Bilingual English & Mandarin

Mortgage & Banking Industry Expert

Mortgage & Banking Expert with a steeped background in all mortgage positions from mortgage officer to running the most successful branch in a national company, breaking company-wide & personal records alike. Strong experience mentoring and leading teams of mortgage professionals. Banking experience spans positions from personal banker to assistant branch manager. Most recently served in the United States Army full time (concurrent with PT National Guard).

Objective: Seeking a challenging position in the field to fully utilize & merge my strong mortgage & banking background with my true passion for the industry.

**Specialties:** Mortgage Industry, Exceptional Customer Service, Sales, Banking, Cross-Selling, All Loan Products

**Leadership:** Hiring, Mentoring, Training, Leadership, Collaboration, Communications, Presentations

**Human Resources & Operations Professional**

**HR Operations Management Expert** with nearly a decade of experience spanning all HR functions seeking The People Operations Business Partner position at Google to fully utilize 8 years of global HR management, administration, and HR business systems experience with my upcoming MBA in OB Strategy.

**Specialties:** HR operations management, Organizational Behavior and Strategy, Leadership / Culture Development, HRIS, Project Management, Statistical & Strategic Analysis, Systems Implementation & Testing, Training, Client Management, Designing & Driving Strategic Programs

**HR Technologies:** *HRIS Systems:* ADP, PeopleSoft 8.9 and 9.0, Oracle Taleo, SuccessFactors, Healthstream, Lawson, Silk Road, iCIMS, Xactly Incent, *Database Systems:* Microsoft Access, PL/SQL Developer

**Languages:** English, Cantonese Fluency & Conversational Mandarin

**HR Strategy, Organizational Development, & Leadership**

Creative and strategically-minded HR leader with over a decade of varied HR and leadership experience seeking the Senior Project Coordinator position within L&D Company to fully utilize and merge passion for process improvement and stakeholder engagement with extensive training, including an MBA focused on Organizational Behavior and upcoming MA in I/O Psychology.

**Specialties**: HR Project Management, Process Improvement, Data Analysis, Strategic Planning, Change Management, HRIS, Cross-Functional Collaboration, Performance Management, Interpersonal Communications, Coaching

**Technologies**: MS Office, SAP, MS Dynamics AX, ADP, Taleo, TopClass, MS Visio

**Tri-Lingual**: English, Russian (Fluent), French (Basic)

**Biotechnology & Business Professional**

**Objective:** Sr Manager Business Development/Operations at Denali to utilize science & business background.

**Scientific Specialties:** Drug Discovery & Development, Neurodegeneration Research, Licensing Agreements

**Business Specialties:** Strategic Planning, Business Development, Operations, Forecasting, Negotiations, Marketing Strategy, Data Analysis, Business Plan Development, Analytics, Research, Problem Resolution, Leadership, Cross-functional Collaboration, Presentations Digital Imaging: Nuance, Metamorph, SlideBook Reader

**Technologies:** SPSS, SAS, Linear Programming, Microsoft Office Suite **Languages:** English, Hindi, Punjabi

**Healthcare Product Development & Project Management**

Healthcare Industry Product Development & Project Management Professional with nearly five years of experience that includes working with next generation point of care diagnostic instruments, surgical video related medical devices & other cutting edge technologies. Seeking a strategic role in Healthcare Management to generate sustainable solutions for an organization by combining steeped analytical experience & sharp business acumen.

**Specialties:** Product Development & Validation, Finance, Strategic Cost Analysis, Market Research, Innovation, Design, Project Management, Process Improvement, Cross-Functional Team Collaboration & Leadership

**Technical Expertise:** C programming, Microsoft Office Suite, SPSS statistical tool

**Strategy, Project Management, Analysis, & Collaboration**

Steeped with project management experience focused on collaboration and innovation. Seeking to provide a positive impact to the Sacramento Municipal Utility District through the Enterprise Performance Planning Coordinator Position by fully utilizing and merging nearly a decade of business and program administration experience and a MBA.

**Specialties:** Business Process Mapping/Re-engineering, Data Analysis (Optimization Modeling, Regression, Conjoint, Cluster/Segmentation, Factor/Positioning), Cost/Benefit Analysis, Project Management, Research

**Management** & **Leadership:** Inter-Divisional/Inter-Firm Collaboration, Relationship Management, Strategy

**Technologies:** StatPlus / Solver, SPSS, Microsoft: SQL Server, Access, Visio, Project, Office Suite, Adv. Excel

**Sales Strategy & Management Professional**

**Dynamic, Results-Oriented Sales Manager** with a proven track record of leadership & exceptional team building capabilities, strategizing, & implementing sales, marketing & operational plans throughout various levels of an organization. Seeking the Senior Manager, Sales Ops & Planning position at SunPower to fully utilize & merge sales leadership & industrial engineering experience with my MBA focused on strategy & finance.

**Specialties:** Strategy, Forecasting, Process Improvement, Business Development, Negotiations, Finance, Data Analysis, Project Management, Marketing, Complex Problem Resolution, Kanban, Lean Operations, Six Sigma

**Management & Leadership:** Team Building, Cross-Functional Collaboration, Organizational Communications, Relationship Management, Public Speaking, Presentations

**Technologies:** Microsoft Office Suite, Salesforce, Hyperion Essbase, SPSS, VBA, SQL, CNC, MATLAB

**Bilingual:** English & German

Inventory Control & Warehouse Operations Expert

Inventory Control & Warehouse Operations Expert with a steeped background including running one of the most successful warehouses in an international company, breaking company-wide records for inventory accuracy. Strong experience resolving complex inventory issues, as well as mentoring & leading teams of warehouse & retail professionals. Experience spans positions from retail store manager, to specialty department manager, to inventory control specialist overseeing $3MM in inventory, to small business owner.

Objective: Seeking the Inventory Control Analyst position at McKesson to fully utilize & merge my strong management background in warehouse operations & retail with my passion for cross functional collaboration & problem resolution.

**Specialties:** Inventory Control, Operations, Problem Resolution, Exceptional Collaboration, Positive Affect

**Leadership:** Hiring, Mentoring, Training, Leading, Developing, Collaborating, Communicating, Public Speaking

**Buzz words by category to browse for more profile ideas:**

**Specialties:** Project Management, Operations, Finance, Process Improvement, Reporting, Data Analysis, Market Research, Collaboration, Communication, Leadership, Project Supervision, Application Development

**Specialties:** Life Sciences, Healthcare, Management Consulting, Strategy,Finance, Accounting, Capital Budgeting, Forecasting, Data Analysis, Marketing Research, Process Improvement, Problem Resolution, Negotiations, M&A

**Specialties:** Finance, Accounting, Budgeting, Capital Budgeting, Forecasting, DCF, IRR, NPV, Data Analysis, Research, Leadership, Attention to Detail, Analytical Thinker, Process Improvement, Negotiations, Macroeconomics

**Specialties:** Finance, Accounting, Budgeting, Forecasting, DCF, IRR, NPV, Negotiations, Project Management, Capacity Planning, Technology Management, Process Improvement, Leadership, Problem Resolution, Team Building

**Specialties:** Marketing Strategy, HR Management, Strategic Planning, Organizational Change Management, Leadership, Project Management, Communications, Budgeting, Data Analysis, Research, Process Improvement

**Specialties:** Training & Development, HRIS, Project Management, Leadership, Statistical & Strategic Analysis, Ad-hoc Report Querying, Customer Specifications Development, Data Integrity, Testing, Training, Process Design, Application Implementation, Client Management, Designing Strategic Programs

**Specialties:** Capital Budgeting (Discounted Cash Flow and Relative Valuation), Capital Structure Decision, Forecasting, Finance, Data Analysis, Research, Communications, Real Estate, Data Reporting, Retail Banking

**Specialties:** International Project Management, Logistics, Internal & External Partner Development, Presentations, Communications, Campaign Execution, Customer Segmentation, Marketing Analysis, Negotiations, Merchandising

**Specialties:** Property Management, Real Estate Investment,Project Management, Business Development, Finance, Data Analysis, Leadership, Crisis Management, Problem Resolution, Recruiting, Networking, Mentorship

**Specialties:** Evaluation, Finance, Business Development, Strategic Planning, Negotiation, Budgeting, Problem Solver, Data Analysis, Market Research, Communications, Process Improvement, Mentor

**Specialties:** In Depth Analysis, Complex Problem Solving, Strategy, Budgeting, Negotiations, Leadership, Innovation, Presentations, Written and Oral Communications, Relationship Building

**Specialties:** Strategic Planning, Forecasting, Marketing Strategy, Data Analysis, Marketing, Business Plan Development, Research, Communications, Leadership, Attention to Detail, Problem Solver, Analytical Thinker

**Marketing Strategy:** Market & Consumer Research, Integrated Marketing, Branding Campaigns, Product Positioning and Pricing, Project & Program Management, Proposal Development, Business Analytics, Presentations

**Strategic Planning & Leadership:** Execution of Business Plans, Billing & Financial Management, Contracts, Licensing, Negotiations, Technology Evaluation, Leadership, Global Team Coordination, Policy Compliance

**Leadership:** Team Building, Cross-Functional Collaboration, Organizational Communications, Presentations

**International Travel:** 15 countries, including Turkey, Greece, Italy, the Czech Republic, Germany, Austria, France, and the United Kingdom

**Languages:** Bilingual English andSpanish

**Languages:** Trilingual English,Italian, Spanish

**Attributes:** Ambitious, Pro-Active, Goal-Oriented, Dedicated, Excellent Interpersonal Skills, Strong Work Ethic, Positive Affect,

**Technologies:** MS Office: Excel (Vlookup, Pivot Tables, Macros, Graphs), Word, PowerPoint, Outlook, Project, Visio, Database (SQL, MS Access, Database Design), Bloomberg, Thinkfolio, Fidessa Latent Zero, Minitab, Hyperion, PeopleSoft, Adobe Products, Prezi, Social Media Platforms, SPSS, WEKA, STATA, SPSS, Html language, Weka, SAP, Bloomberg,SAAP, POS Sales Data Analysis Tool, CRM, Cloud Services, Patent Research Software, Oracle Agile PLM Database,Research Data Base (Lexus Nexus, etc), Mac and Windows OS, SharePoint, ClearTrial, QlikView, QuickBooks, VBA, Python, SQL, Asana, SPSS, RealCost, CalME, CalBackm SAP ISU, Siebel, Salesforce.com