

CHIEF OPERATING OFFICER

Resort Management, Planning and Operations

Consulting | Business Development | Construction Planning & Management | Project Management

Grew membership 75% | Secured highest revenue-generating contracts | Captured \$3.8M cost savings

Versatile Senior Operations Executive offering a cross-functional management background with 25+ years' success as driving force in company hierarchy. Distinguished record of accomplishments from start-up operations to multimillion-dollar construction ventures.

Dynamic, Trusted Advisor who considers all vantage points, puts stakeholders at ease, and fosters growth in the face of change. Translates vision in to action and equips organizations with tools for growth and opportunity. Recognized for creating high-energy work environments that reach levels of outstanding productivity.

- Real Estate / Relationship Management
- Business Planning, Budgeting, and Forecasting
- Financial Analysis / Cost Containment / Safety
- Reengineering and Process Improvements
- Multi-Site Property Management / Renovation
- Change Management / Operational Streamlining

CAREER & PERFORMANCE HIGHLIGHTS

XXXXXXXX XXXXX, SOMEWHERE, US **2001 – Present**
Private resort community and club offering a premier 18-hole golf experience—generating \$9.5 in annual revenues.

COO

Overview: Growth catalyst with autonomous authority leading strategic development initiatives, formulating complex business processes, and integrating change to align with corporate direction and viability. Accountable to meet budget requirements for broad-spectrum of strategic, operational, and improvement initiatives. Oversaw project renovations and managed productivity.

Challenge: Project manage a \$35M resort property with new construction, renovation, and expansion initiatives.

Results:

- Spearheaded energy management programs that lowered operating costs by 15% across multiple projects.
- Leveraged expense management expertise to capture \$1.3M cost savings generating cost reductions in the field.
- Steered membership through seamless transition during large-scale property transformation.
- Slashed \$3.8M in costs by revamping expansion plans to maintain year-round cost effective infrastructures.
- Delivered unprecedented results achieving \$800K below budget; delivering four months in advance of schedule.

XXXXXXXX COMPANY, SOMEWHERE, US **1998 – 2001**
Consulting firm offering expertise to developers of up-scale resort communities and country clubs across US regions.

Senior Vice President, Sales and New Development

Overview: Assumed leadership role to oversee enterprise-wide business operations, development, and management of high-end resort properties. Visualized and priced out multiple scenarios for new and redevelopment projects. Rapidly established company's presence by maintaining relationships with high-profile accounts.

Challenge: Promote, manage, plan, and develop high-end resort properties across expansive, multistate locations.

Results:

- Catapulted membership to 75% by elevating customer experience and prioritizing business objectives.
- Evaluated economics of deals and set groundwork for negotiation of 26 new construction projects.
- Seized opportunity to secure highest revenue-generating contracts with a breakthrough reconfiguration model.
- Oversaw construction and navigated high-volume projects through multiple approval levels.