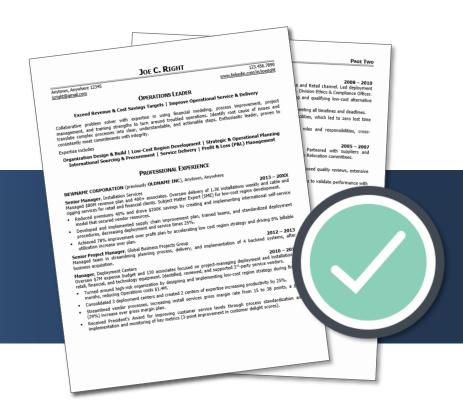
Resume Development



Rise Above the Competition

Create market ready 21st century resume that differentiates you from the competition

- Step 1: Research (self-assessment and target position)
- Step 2: Strategy
- Step 3: Summary (branding)
- Step 4: Accomplishments



2

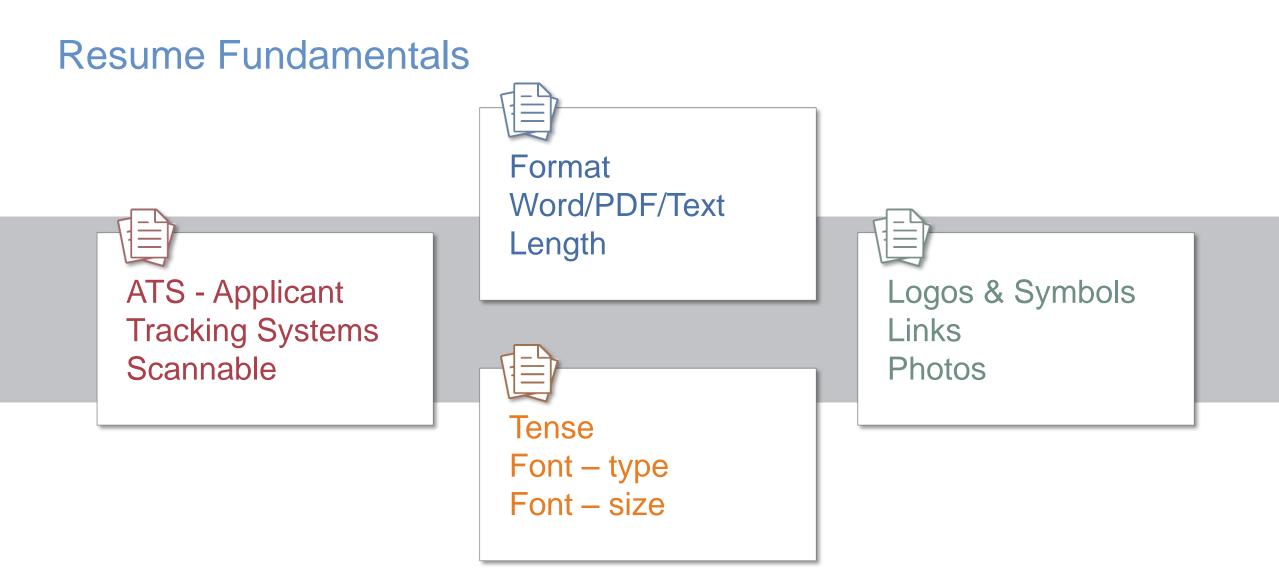
How To View Your Resume

Sales brochure highlighting:

- Features strengths, expertise, experience
- Benefits how organizations benefit from your features

Marketing tool:

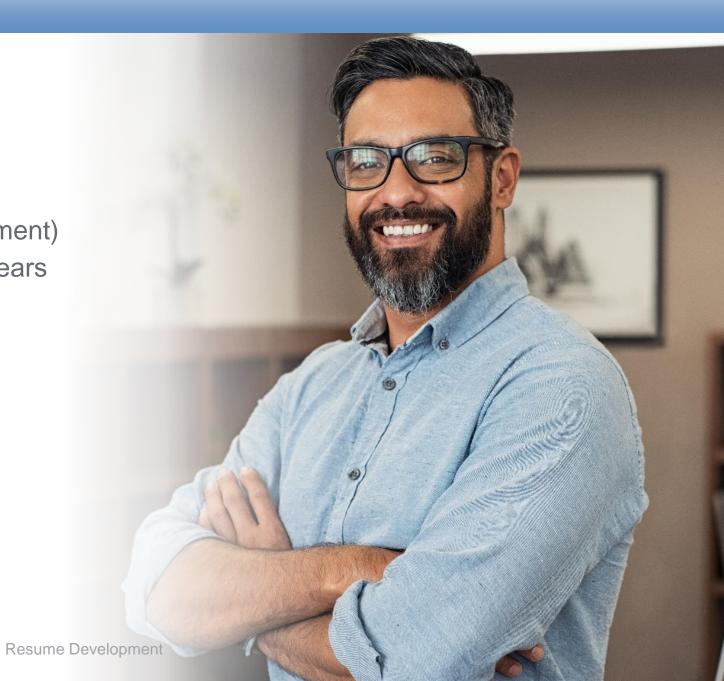
- Magnifies roles & accomplishments RELEVANT to TARGET POSITION
- Delivers powerful, clear & relevant message
- Living, changing



Public

Meet Joe Right

- Operations background (& his target)
- Worked at 6 companies
- Held different roles (i.e. project management)
- Hasn't written resume in more than 10 years

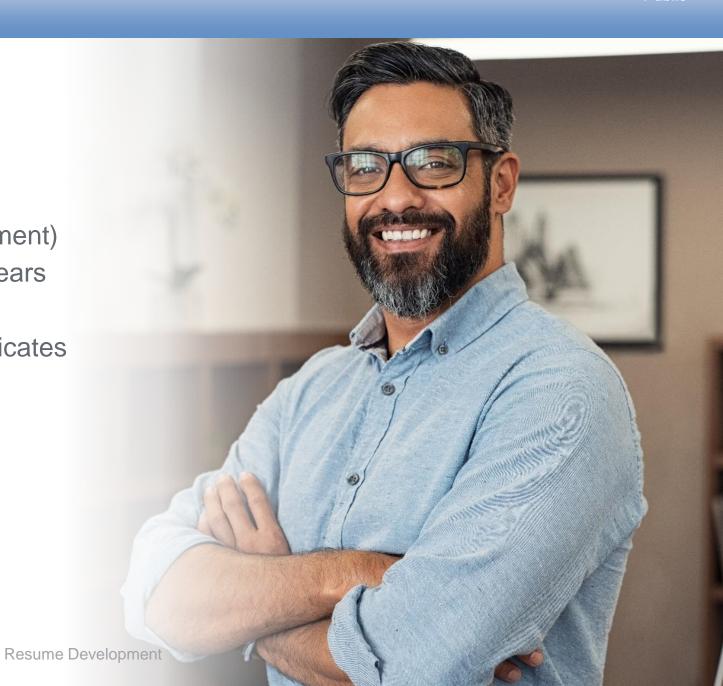


Meet Joe Right

- Operations background (& his target)
- Worked at 6 companies
- Held different roles (i.e. project management)
- Hasn't written resume in more than 10 years

Joe's **research** and **self-assessment**, indicates key value to organizations:

- Revenue & cost savings
- Operational service & delivery



JOE C. RIGHT

1 Anystreet, Anytown, Anywhere 12345 123.456.7890 • jcright@gmail.com

OBJECTIVE

I am a hardworking Senior Manager and I meet commitments with integrity. I am searching for an opportunity to share my expertise and knowledge in a growing organization.

PROFESSIONAL EXPERIENCE

NEWNAME CORPORATION, Anytown, Anywhere

Senior Manager, Installation Services

Responsible for managing the revenue plan and for supporting NEWNAME associates. I deliver all install activities and provide cable and rigging services to retail and financial industries. I am also responsible for providing support to other functional areas. I act as the Integration Lead for any new acquisitions.

- Responsible for creating international self-service model.
- Reduced deployment and service times.

Senior Project Manager, Global Business Projects Group

Manager of planning process, delivery and implementation of new APIs. I also managed the digital data-feed, and the open-systems integration for products of recently acquired business. Responsible for leading US team toward complex acquisition and for meeting target deliverables for integration of all functions. Had to coordinate with all functions and make sure that I communicated on a daily basis what the status was of each integration step to the appropriate people.

JOE C. RIGHT

1 Anystreet, Anytown, Anywhere 12345 123.456.7890 • jcright@gmail.com

OBJECTIVE

I am a hardworking Senior Manager and I meet commitments with integrity. I am searching for an opportunity to share my expertise and knowledge in a growing organization.

PROFESSIONAL EXPERIENCE

NEWNAME CORPORATION, Anytown, Anywhere

Senior Manager, Installation Services

Responsible for managing the revenue plan and for supporting NEWNAME associates. I deliver all install activities and provide cable and rigging services to retail and financial industries. I am also responsible for providing support to other functional areas. I act as the Integration Lead for any new acquisitions.

- Responsible for creating international self-service model.
- · Reduced deployment and service times.

Senior Project Manager, Global Business Projects Group

Manager of planning process, delivery and implementation of new APIs. I also managed the digital data-feed, and the open-systems integration for products of recently acquired business. Responsible for leading US team toward complex acquisition and for meeting target deliverables for integration of all functions. Had to coordinate with all functions and make sure that I communicated on a daily basis what the status was of each integration step to the appropriate people.

JOE C. RIGHT

1 Anystreet, Anytown, Anywhere 12345 123.456.7890 • jcright@gmail.com

OBJECTIVE

() am a hardworking Senior Manager and) meet commitments with integrity. () am searching for an opportunity to share my expertise and knowledge in a growing organization.

PROFESSIONAL EXPERIENCE

NEWNAME CORPORATION, Anytown, Anywhere

Senior Manager, Installation Services

Responsible for managing the revenue plan and for supporting NEWNAME associates I deliver all install activities and provide cable and rigging services to retail and financial industries. I am also responsible for providing support to other functional areas. I act as the Integration Lead for any new acquisitions.

- Responsible for creating international self-service model.
- · Reduced deployment and service times.

Senior Project Manager, Global Business Projects Group

Manager of planning process, delivery and implementation of new APIs platso managed the digital data-feed, and the open-systems integration for products of recently acquired business. Responsible for leading US team toward complex acquisition and for meeting target deliverables for integration of all functions. Had to coordinate with all functions and make sure that communicated on a daily basis what the status was of each integration step to the appropriate people.

JOE C. RIGHT

1 Anystreet, Anytown, Anywhere 12345 123.456.7890 • jcright@gmail.com

OBJECTIVE

I am a hardworking Senior Manager and I meet commitments with integrity. I am searching for an opportunity to share my expertise and knowledge in a growing organization.

PROFESSIONAL EXPERIENCE

NEWNAME CORPORATION, Anytown, Anywhere

Senior Manager, Installation Services

Responsible for managing the revenue plan and for supporting NEWNAME associates. I deliver all install activities and provide cable and rigging services to retail and financial industries. I am also responsible for providing support to other functional areas. I act as the Integration Lead for any new acquisitions.

- <u>Responsible</u> for creating international self-service model.
- · Reduced deployment and service times.

Senior Project Manager, Global Business Projects Group

Manager of planning process, delivery and implementation of new APIs. I also managed the digital data-feed, and the open-systems integration for products of recently acquired business. Responsible for leading US team toward complex acquisition and for meeting target deliverables for integration of all functions. Had to coordinate with all functions and make sure that I communicated on a daily basis what the status was of each integration step to the appropriate people.

JOE C. RIGHT

1 Anystreet, Anytown, Anywhere 12345 123.456.7890 • jcright@gmail.com

OBJECTIVE

I am a hardworking Senior Manager and I meet commitments with integrity. I am searching for an opportunity to share my expertise and knowledge in a growing organization.

PROFESSIONAL EXPERIENCE

NEWNAME CORPORATION, Anytown, Anywhere

Senior Manager, Installation Services

Responsible for managing the revenue plan and for supporting NEWNAME associates. I deliver all install activities and provide cable and rigging services to retail and financial industries. I am also responsible for providing support to other functional areas. I act as the Integration Lead for any new acquisitions.

- Responsible for creating international self-service model.
- Reduced deployment and service times.

Senior Project Manager, Global Business Projects Group

Manager of planning process, delivery and implementation of new APIs. I also managed the digital data-feed, and the open-systems integration for products of recently acquired business. Responsible for leading US team toward complex acquisition and for meeting target deliverables for integration of all functions. Had to coordinate with all functions and make sure that I communicated on a daily basis what the status was of each integration step to the appropriate people.

Joe's Original Resume cont...

GLOBAL COMPANY INC, Anytown, Anywhere

Manager, Deployment Centers

I was responsible for managing a large cost budget. I also managed 130 associates. Our focus was on project managing the deployment and installation of retail, financial and technology equipment. In that capacity we identified, reviewed and supported all third-party service vendors. Received President's Award.

LOCAL COMPANY, Anytown, Anywhere **Manager,** Global Business Operations & Quality

I managed the sales, marketing and operations for the Specialty Media product line and Retail channel. Responsible for leading the deployment and training of new system enhancements across all of the facilities. I was also the Division Ethics & Compliance Officer. I was responsible for reducing inventory levels and excess and obsolete materials. I was the department Ethics & Compliance representative and the Corporate relocation lead. Responsible for exceeding annual cost savings targets.

INTERNATIONAL COMPANY, Anytown, Anywhere **Senior Business Analyst**, Global Business Operations

GE CORPORATION, Anytown, Anywhere **Supply Chain Manager** Responsible for purchasing materials to support production.

PROCTER & GAMBLE, Anytown, Anywhere Inventory Control Analyst

EDUCATION

MBA, Operations Management, University Name, Anytown, Anywhere, 1987BA, Finance, University Name, Anytown, Anywhere, 1985

Public

2009 - 2016

2005 - 2009

2002 - 2005

1995 - 2001

1987 - 1995

Joe's Original Resume cont...

GLOBAL COMPANY INC, Anytown, Anywhere

Manager, Deployment Centers

I was responsible for managing a large cost budget. I also managed 130 associates. Our focus was on project managing the deployment and installation of retail, financial and technology equipment. In that capacity we identified, reviewed and supported all third-party service vendors. Received President's Award.

LOCAL COMPANY, Anytown, Anywhere

Manager, Global Business Operations & Quality

I managed the sales, marketing and operations for the Specialty Media product line and Retail channel. Responsible for leading the deployment and training of new system enhancements across all of the facilities. I was also the Division Ethics & Compliance Officer. I was responsible for reducing inventory levels and excess and obsolete materials. I was the department Ethics & Compliance representative and the Corporate relocation lead. Responsible for exceeding annual cost savings targets.

INTERNATIONAL COMPANY, Anytown, Anywhere **Senior Business Analyst**, Global Business Operations

GE CORPORATION, Anytown, Anywhere **Supply Chain Manager** Responsible for purchasing materials to support production.

PROCTER & GAMBLE, Anytown, Anywhere Inventory Control Analyst

EDUCATION

MBA, Operations Management, University Name, Anytown, Anywhere, 1987BA, Finance, University Name, Anytown, Anywhere, 1985

2009 - 2016

Public

2005 - 2009

2002 - 2005

1995 - 2001

987 - 1995

Joe's Original Resume cont...

GLOBAL COMPANY INC, Anytown, Anywhere

Manager, Deployment Centers

I was responsible for managing a large cost budget. I also managed 130 associates. Our focus was on project managing the deployment and installation of retail, financial and technology equipment. In that capacity we identified, reviewed and supported all third-party service vendors. Received President's Award.

LOCAL COMPANY, Anytown, Anywhere

Manager, Global Business Operations & Quality

I managed the sales, marketing and operations for the Specialty Media product line and Retail channel. Responsible for leading the deployment and training of new system enhancements across all of the facilities. I was also the Division Ethics & Compliance Officer. I was responsible for reducing inventory levels and excess and obsolete materials. I was the department Ethics & Compliance representative and the Corporate relocation lead. Responsible for exceeding annual cost savings targets.

EDUCATION

INTERNATIONAL COMPANY, Anytown, Anywhere **Senior Business Analyst**, Global Business Operations

GE CORPORATION, Anytown, Anywhere **Supply Chain Manager** Responsible for purchasing materials to support production.

PROCTER & GAMBLE, Anytown, Anywhere Inventory Control Analyst

MBA, Operations Management, University Name, Anytewn, Anywhere, 1987 **BA**, Finance, University Name, Anytown, Anywhere, 1985

Public

2009 - 2016

2005 - 2009

2002 - 2005

1995 - 2001

1987 - 1995



Sneak Preview

JOE C. RIGHT

Anytown, Anywhere 12345 jcright@gmail.com 123.456.7890 www.linkedin.com/in/joeright

OPERATIONS LEADER

Exceed Revenue & Cost Savings Targets | Improve Operational Service & Delivery

Collaborative problem solver with expertise in using financial modeling, process improvement, project management, and training strengths to turn around troubled operations. Identify root cause of issues and translate complex processes into clear, understandable, and actionable steps. Enthusiastic leader, proven to consistently meet commitments with integrity.

Expertise includes

Organization Design & Build

- Low-Cost Region Development

- International Sourcing & Procurement
- Strategic & Operational Planning

- Service Delivery
- Profit & Loss (P&L) Management

PROFESSIONAL EXPERIENCE

NEWNAME CORPORATION (previously **OLDNAME INC**), Anytown, Anywhere 2012 – 20XX

Senior Manager, Installation Services

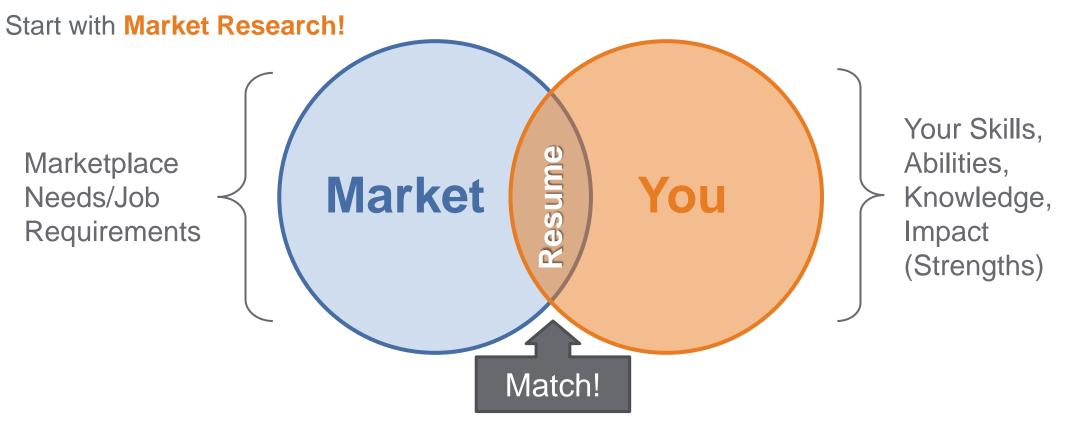
2013 – 20XX

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

 Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.

Joe's NEW Resume

Make it Match for Targeted Position



- Identify 8-10 job ads/descriptions for target position
- Determine key words and common requirements

Resume Development

Applicant Tracking Systems (ATS)

managed

Human

"Resume-filtering" software - screen applicants for keywords and relevant experience



25 Applications reviewed by hiring manager/committee

-) Applicants invited to interview
- Person offered position

Develop **RIGHT** Resume

Summary

- State Your Case
 - Communicates your brand
 - Reflects market needs

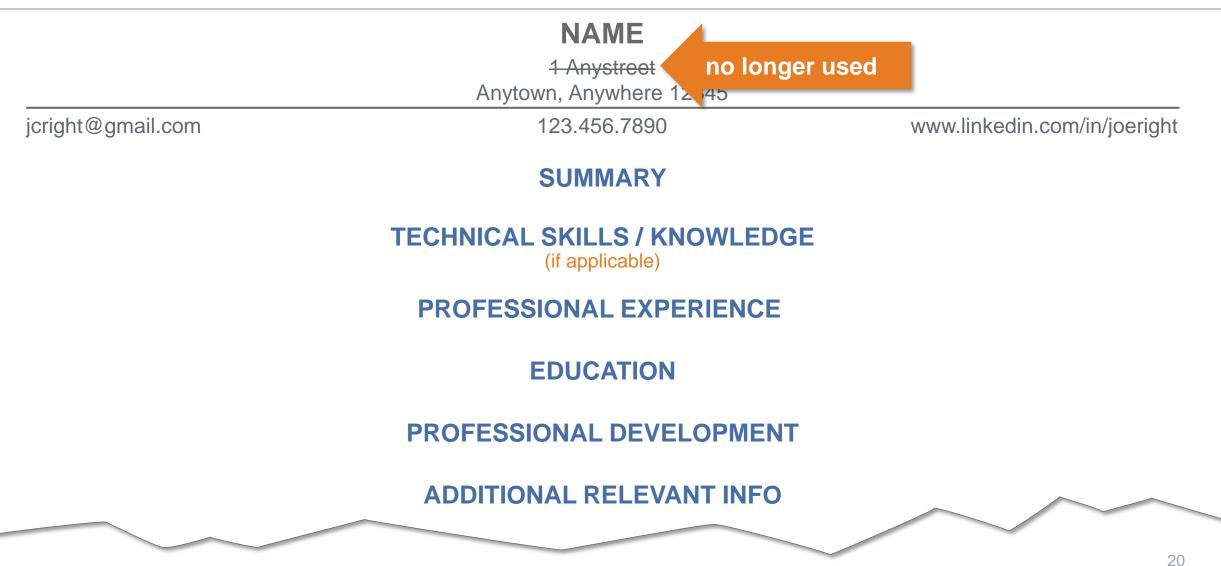
Experience

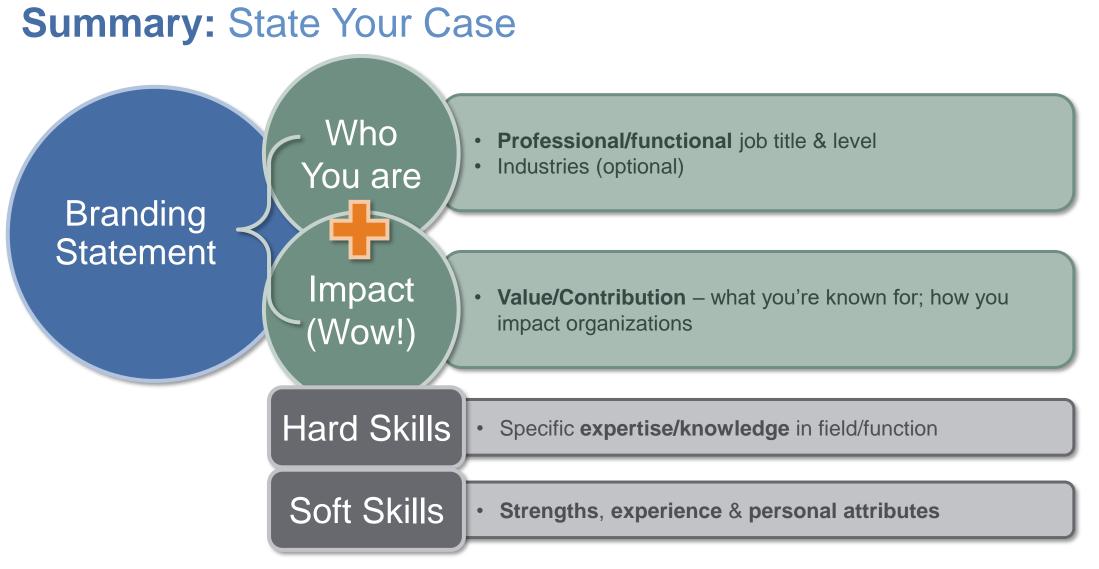
- Prove Your Case
 - Accomplishments & contributions

Education, Professional Development, & Other

Enhance Your Case

Resume Content





*Guideline: paragraph up to 6 lines

Resume Development

Joe's NEW Header & Summary Anytown, Anywhere 12345 jcright@gmail.com

Soft Skills

JOE C. RIGHT

Branding Statement Who You Are + Impact

OPERATIONS LEADER

Exceed Revenue & Cost Savings Targets | Improve Operational Service & Delivery

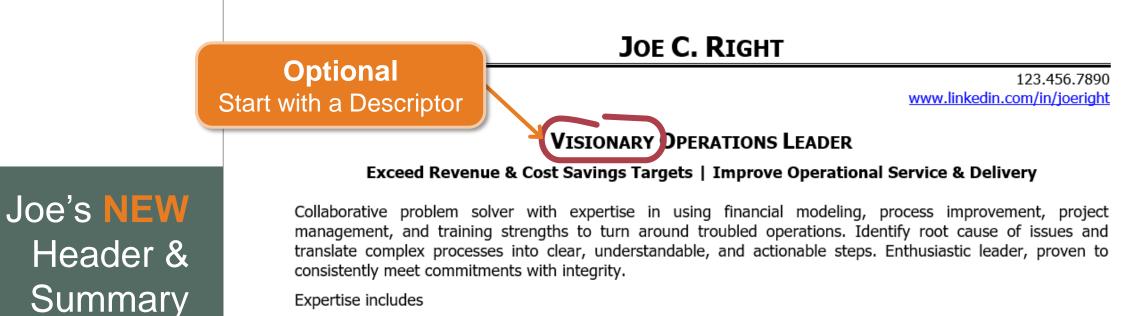
Collaborative problem solver with expertise in using financial modeling, process improvement, project management, and training strengths to turn around troubled operations. Identify root cause of issues and translate complex processes into clear, understandable, and actionable steps. Enthusiastic leader, proven to consistently meet commitments with integrity.

Expertise includes

- Organization Design & Build
- International Sourcing & Procurement
- Strategic & Operational Planning

- Low-Cost Region Development
- Service Delivery
- Profit & Loss (P&L) Management

Hard Skills



Expertise includes

- Organization Design & Build _
- International Sourcing & Procurement
- Strategic & Operational Planning

- Low-Cost Region Development
- Service Delivery
- Profit & Loss (P&L) Management

JOE C. RIGHT

Anytown, Anywhere 12345 jcright@gmail.com 123.456.7890 www.linkedin.com/in/joeright

OPERATIONS LEADER

Exceed Revenue & Cost Savings Targets | Improve Operational Service & Delivery

Collaborative problem solver with expertise in using financial modeling, process improvement, project management, and training strengths to turn around troubled operations. Identify root cause of issues and translate complex processes into clear, understandable, and actionable steps. Enthusiastic leader, proven to consistently meet commitments with integrity.

Expertise includes

Organization Design & Build | Low-Cost Region Development | Strategic & Operational Planning International Sourcing & Procurement | Service Delivery | Profit & Loss (P&L) Management

Format Flexible: Find info quickly!

What about me?

Same elements apply!

0000

Sample Summary

Branding Statement Who You Are + Impact



Business Development Professional

Disciplined Team Player Dedicated to Achieving Goals

Demonstrated leader and self-motivator, proven to handle adversity with confidence in fast-paced environments. Adapt to changing priorities and apply new skills and concepts quickly. Recognized for perseverance, team building, and strong communication skills, establishing collaborative approach to accomplish common goals. An accountable teammate building impactful relationships through trust and loyalty with customers and colleagues.

Event Marketing & Promotion | Digital Media Marketing | Trade Shows | Vendor & Volunteer Management



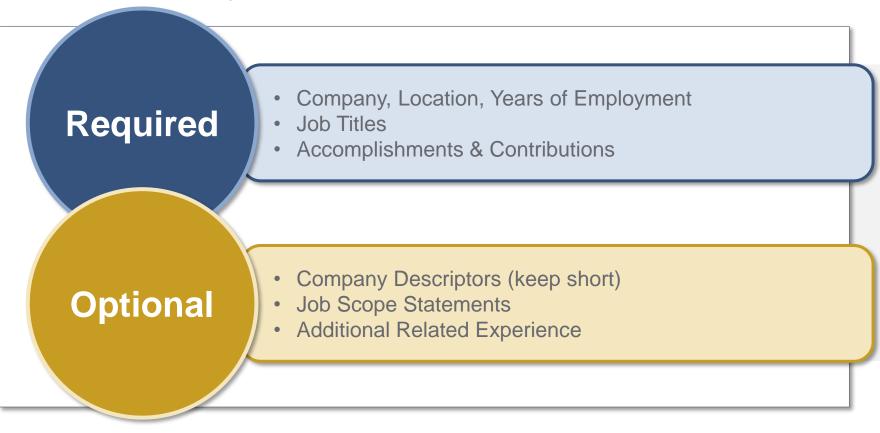
Hard Skills



Questions?

Professional Experience: Prove Your Case!

Detail last **10-15** years



Accomplishments

- Demonstrate qualifications strengths, expertise & impact
- Include strong ACTIONS and RESULTS (include metrics when possible)
 - ACTIONS showcase features
 - **RESULTS** showcase benefits
- "Action leading to Result" OR "Result by Action"
- 1 per year in position (on average)
- Guideline: up to 3 lines

C Personal Branding Resources: Resume Building Blocks

Accomplishments vs. Responsibilities

Responsibility statement:

- Responsible for employee safety program

Accomplishment statement:

 Created and managed ongoing safety training for all manufacturing facilities, which led to zero lost time accidents over 8 years.

Responsibility statement:

- Managed cost reductions

Accomplishment statement:

 Reduced operations costs \$1.4M by designing and implementing low cost region strategy during 1st 6 months.

Demonstrates strengths & expertise

Demonstrates impact/value

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

Senior Manager, Installation Services

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group 2012 – 2013 Led planning process, delivery, and implementation of new APIs, digital data-feed, and open-systems integration for products of recently acquired business.

 Guided US team of 45 business and technical professionals toward complex acquisition, meeting target deliverables for integration of functions while reducing Finance and HR costs 15%.

2013 – 20XX

Joe's New Professional Experience

NEWNAME CORPORATION (previously OLDNAME INC), here

2012 - 20XX

Public

2013 - 20XX

Serior manager, installation Services Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group 2012 - 2013Led planning process, delivery, and implementation of new APIs, digital data-feed, and open-systems integration for products of recently acquired business.

Guided US team of 45 business and technical professionals toward complex acquisition, meeting target deliverables for integration of functions while reducing Finance and HR costs 15%.

Resume Development

Public

Joe's New Professional Experience

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

Senior Manager, Installation Services

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group 2012 – 2013 Led planning process, delivery, and implementation of new APIs, digital data-feed, and open-systems integration for products of recently acquired business.

 Guided US team of 45 business and technical professionals toward complex acquisition, meeting target deliverables for integration of functions while reducing Finance and HR costs 15%.

2012 – 20XX

Joe's New Professional Experience

NEWNAME CORPORATION (previously **OLDNAME INC**). Anytown, Anywhere 2012 – 20XX

Senior Manager, Installation Services - Remote, Cary, NC

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group 2012 – 2013 Led planning process, delivery, and implementation of new APIs, digital data-feed, and open-systems integration for products of recently acquired business.

 Guided US team of 45 business and technical professionals toward complex acquisition, meeting target deliverables for integration of functions while reducing Finance and HR costs 15%.

....

2012 – 20XX

2013 - 20XX

Joe's New Professional Experience

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

Senior Manager, Installation Services

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group 2012 – 2013 Led planning process, delivery, and implementation of new APIs, digital data-feed, and open-systems integration for products of recently acquired business.

 Guided US team of 45 business and technical professionals toward complex acquisition, meeting target deliverables for integration of functions while reducing Finance and HR costs 15%.

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

Senior Manager, Installation Services

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group

2012 - 2013

Led planning process, delivery, and implementation of new APIs, digital data-feed, and open-systems integration for products of recently acquired business.

 Guided US team of 45 business and technical professionals toward complex acquisition, meeting target deliverables for integration of functions while reducing Finance and HR costs 15%.

2012 - 20XX

2013 – 20XX

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

2012 – 20XX

Public

Senior Manager, Installation Services

2013 - 20XX

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group 2012 – 2013 Led planning process, delivery, and implementation of new APIs, digital data-feed, and open-systems integration for products of recently acquired business.

 Guided US team of 45 business and technical professionals toward complex acquisition, meeting target deliverables for integration of functions while reducing Finance and HR costs 15%.

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

Senior Manager, Installation Services

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

 Senior Project Manager, Global Business Projects Group
 2012 – 2013

 Led planning process, delivery, and implementation of new APIs digital data food, and open systems integration for products of recently acquired business.
 2012 – 2013

 Guided US team of 45 business and technical professi deliverables for integration of functions while reducing Final

Joe's Summary highlighted:

- Exceeding cost savings targets
- International sourcing & procurement

2012 - 20XX

2013 – 20XX

Joe's New Professional Experience

Guided US team of 45 business and technical professi

deliverables for integration of functions while reducing Fina

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

Senior Manager, Installation Services

2013 – 20XX

2012 - 20XX

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement utilization increase over

Senior Project Manager, Led planning process, deliv for products of recently acquire

Accomplishments

(Prove it!)

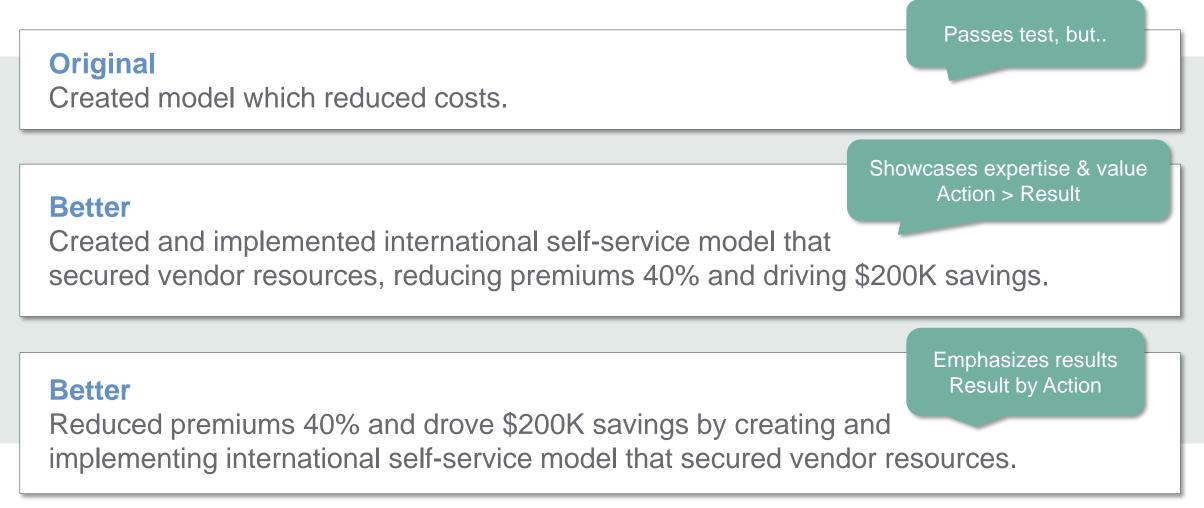
crating low cost region strategy and driving 8% billable

2012 – 2013 Pls. digital data food, and open systems integration

Joe's Summary highlighted:

- Exceeding cost savings targets
- International sourcing & procurement

Edit Accomplishment Statements: Expand



Edit Accomplishment Statements: Condense

Successfully developed and implemented a new improvement plan for all supply chain teams in the organization. Responsible for providing team member training and standardizing the procedures for all of the deployments. This plan reduced deployment and service times by approximately 25%.

Concise and strong

Decreased deployment and service times 25% by developing and implementing supply chain improvement plan, training teams and standardizing deployment procedures.

Transform Responsibility into Accomplishment



Responsibility statement

- Responsible for monthly vendor usage reports.
 - What? Analyzed, prepared and presented reports to senior team
 - Value? Allowed senior team to make effective vendor decisions

Accomplishment statement

- Analyzed, prepared and presented monthly vendor usage reports, which allowed senior team to make cost-effective vendor decisions.
- Analyzed, prepared and presented monthly vendor usage reports allowing senior team to reduce vendor costs by 10%.

42

Accomplishments: Memory Joggers

- Performance Reviews
- Calendars
- Past Colleagues
- LinkedIn Recommendations
- Accomplishment Development Questions
- Personal Branding Resources:
 Resume Building Blocks Accomplishments



Job Scope Statements

Position & Differentiate:

- Defines title/role
- Includes job dimensions, range/level of responsibilities, staff size, budget and reporting relationship, if relevant
- Demonstrates general experience and responsibilities
- Begins with action verb

*Guideline: up to 4 lines



 Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

ACCOMPLISHMENTS



Questions?

Education, Professional Development, & Optional Enhance Your Case!



Optional Info

- Affiliations / Associations
- Volunteer / Community activities
- Military experience
- Foreign language fluency
- Awards
- Patents
- Publications / Presentations

Joe's **NEW** Enhancements

EDUCATION

Master of Business Administration (MBA), Operations Management, University Name, Anytown, Anywhere Bachelor of Arts (BA), Finance, University Name, Anytown, Anywhere

PROFESSIONAL DEVELOPMENT

Six Sigma Black Belt Certification, 20XX Project Management Certificate, 20XX Leadership Development Program Successful Negotiating Techniques ISO Audit Training

ASSOCIATIONS

Joe's **NEW** Enhancements

EDUCATION

Pursuing Master of Business Administration (MBA), Operations Management, University Name, Anytown, Anywhere, Expected graduation: Dec 20XX Bachelor of Arts (BA), Finance, University Name, Anytown, Anywhere

PROFESSIONAL DEVELOPMENT

Six Sigma Black Belt Certification, 20XX Project Management Certificate, 20XX Leadership Development Program Successful Negotiating Techniques ISO Audit Training

ASSOCIATIONS

Joe's **NEW** Enhancements

EDUCATION

Completed 50 credits towards Bachelor of Arts (BA), Accounting University Name, Anytown, Anywhere

PROFESSIONAL DEVELOPMENT

Six Sigma Black Belt Certification, 20XX Project Management Certificate, 20XX Leadership Development Program Successful Negotiating Techniques ISO Audit Training

ASSOCIATIONS

Public

Joe's **NEW** Enhancements

EDUCATION

Coursework towards Bachelor of Arts (BA), Accounting University Name, Anytown, Anywhere

PROFESSIONAL DEVELOPMENT

Six Sigma Black Belt Certification, 20XX Project Management Certificate, 20XX Leadership Development Program Successful Negotiating Techniques ISO Audit Training

ASSOCIATIONS

Public

Joe's **NEW** Enhancements

EDUCATION

Coursework towards Bachelor of Arts (BA), Accounting University Name, Anytown, Anywhere

PROFESSIONAL DEVELOPMENT

Six Sigma Black Belt Certification, 20XX Project Management Certificate, 20XX Leadership Development Program Successful Negotiating Techniques ISO Audit Training

ASSOCIATIONS

"References available

upon request" NOT NECESSARY



Joe's NEW resume!

Anytown, Anywhere 12345 jcright@gmail.com

JOE C. RIGHT

123.456.7890 www.linkedin.com/in/joeright

OPERATIONS LEADER

Exceed Revenue & Cost Savings Targets | Improve Operational Service & Delivery

Collaborative problem solver with expertise in using financial modeling, process improvement, project management, and training strengths to turn around troubled operations. Identify root cause of issues and translate complex processes into clear, understandable, and actionable steps. Enthusiastic leader, proven to consistently meet commitments with integrity.

Expertise includes

- Organization Design & Build
- International Sourcing & Procurement

Strategic & Operational Planning

- ent Service Delivery
 - Profit & Loss (P&L) Management

Low-Cost Region Development

Joe's NEW Resume

PROFESSIONAL EXPERIENCE

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

2012 – 20XX

Senior Manager, Installation Services

2013 – 20XX

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group

Led planning process, delivery, and implementation of new APIs, digital data-feed, and open-systems integration for products of recently acquired business.

 Guided US team of 45 business and technical professionals toward complex acquisition, meeting target deliverables for integration of functions while reducing Finance and HR costs 15%.

GLOBAL COMPANY INC, Anytown, Anywhere

Manager, Deployment Centers

Oversaw \$7M expense budget and 130 associates focused on project-managing deployment and installation of retail, financial, and technology equipment. Identified, reviewed, and supported 3rd-party service vendors.

- Turned around high-risk organization by designing and implementing low cost region strategy during first 6 months, reducing Operations costs \$1.4M.
- Consolidated 3 deployment centers and created 2 centers of expertise, increasing productivity 25%.
- Streamlined vendor processes, increasing install services gross margin rate from 15 to 38 points, a \$2M (29%) increase over gross margin plan.
- Received President's Award for improving customer service levels through process standardization and implementation and monitoring of key metrics (3-point improvement in customer delight scores).

LOCAL COMPANY, Anytown, Anywhere

Manager, Global Business Operations & Quality

Directed Sales, Marketing, and Operations for Specialty Media product line and Retail channel. Led deployment and training of new system enhancements across 8 manufacturing facilities. Division Ethics & Compliance Officer.

- Exceeded annual cost savings targets 45% over 2 years by identifying and qualifying low-cost alternative products, initiating reverse auctions, and consolidating spend.
- Deployed ERP Oracle 11i manufacturing to 5 US manufacturing plants, meeting all timelines and deadlines.
- Created and managed ongoing safety training for all manufacturing facilities, which led to zero lost time accidents over 4 years.
- Achieved 24% reduction against department budget by restructuring roles and responsibilities, cross-training, and leveraging low-cost region resources.

Resume Development



2010 - 2012

2007 – 2010

2012 - 2013

INTERNATIONAL COMPANY, Anytown, Anywhere

2005 - 2006

Senior Business Analyst, Global Business Operations

Facilitated reduction of inventory levels and excess / obsolete materials. Partnered with suppliers and manufacturing facilities. Provided advisory on Ethics & Compliance and Corporate Relocation committees.

- Led inventory reduction initiatives, decreasing overall gross inventories 30%.
- Reduced product defective rates for 4 consecutive years by implementing focused quality reviews, extensive
 process audit, and global corrective and preventative-action database.
- Implemented customer scorecard process, enabling Sales to validate performance with customer.

EDUCATION

Master of Business Administration (MBA), Operations Management, University Name, Anytown, Anywhere Bachelor of Arts (BA), Finance, University Name, Anytown, Anywhere

PROFESSIONAL DEVELOPMENT

Six Sigma Black Belt Certification, 20XX Project Management Certificate, 20XX Leadership Development Program Successful Negotiating Techniques ISO Audit Training

ASSOCIATIONS

Member, Council of Supply Chain Management Professionals (CSCMP) Area Leader, Habitat for Humanity

Resume Development

Joe's NEW Resume

What if?

Joe worked for 1 company for 20 (or more) years?

Make resume "ageless"

Resume Development

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

Senior Manager, Installation Services

2013 – 20XX

Public

Managed \$80M revenue plan and 400+ associates. Oversaw delivery of 1.3K installations weekly and cable and rigging services for retail and financial clients. Subject Matter Expert (SME) for low-cost region development.

- Reduced premiums 40% and drove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group

2012 - 2013

2010 - 2012

Managed team in streamlining planning process, delivery, and implementation of 4 backend systems, after business acquisition.

Manager, Deployment Centers

Oversaw \$7M expense budget and 130 associates focused on project-managing deployment and installation of retail, financial, and technology equipment. Identified, reviewed, and supported 3rd-party service vendors.

- Turned around high-risk organization by designing and implementing low-cost region strategy during first 6 months, reducing Operations costs \$1.4M.
- Consolidated 3 deployment centers and created 2 centers of expertise increasing productivity by 25%.
- Streamlined vendor processes, increasing install services gross margin rate from 15 to 38 points, a \$2M (29%) increase over gross margin plan.
- Received President's Award for improving customer service levels through process standardization and implementation and monitoring of key metrics (3-point improvement in customer delight scores).



NEWNAME CORPORATION (previously **OLDNAME INC**), Anytown, Anywhere

Senior Manager, Installation Ser Managed \$80M revenue plan and rigging services for retail and finar

1st Remove **total years**

- Reduced premiums 40% and arove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply chain improvement plan, trained teams, and standardized deployment procedures, decreasing deployment and service times 25%.
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group

2012 - 2013

2010 - 2012

2013 - 20XX

stallations weekly and cable and

w-cost region development.

Managed team in streamlining planning process, delivery, and implementation of 4 backend systems, after business acquisition.

Manager, Deployment Centers

Oversaw \$7M expense budget and 130 associates focused on project-managing deployment and installation of retail, financial, and technology equipment. Identified, reviewed, and supported 3rd-party service vendors.

- Turned around high-risk organization by designing and implementing low-cost region strategy during first 6 months, reducing Operations costs \$1.4M.
- Consolidated 3 deployment centers and created 2 centers of expertise increasing productivity by 25%.
- Streamlined vendor processes, increasing install services gross margin rate from 15 to 38 points, a \$2M (29%) increase over gross margin plan.
- Received President's Award for improving customer service levels through process standardization and
 implementation and monitoring of key metrics (3-point improvement in customer delight scores).



NEWNAME CORPORATION (previously **OLDNAME INC**), Anytown, Anywhere

Senior Manager, Installation Ser Managed \$80M revenue plan and rigging services for retail and final

- Reduced premiums 40% and arove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply cl procedures, decreasing deployment and
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

Senior Project Manager, Global Business Projects Group

Managed team in streamlining planning process, delivery, and implementation of 4 backend systems, after business acquisition.

Manager, Deployment Centers

Oversaw \$7M expense budget and 130 associates focused on project-managing deployment and installation of retail, financial, and technology equipment. Identified, reviewed, and supported 3rd-party service vendors.

- Turned around high-risk organization by designing and implementing low-cost region strategy during first 6 months, reducing Operations costs \$1.4M.
- Consolidated 3 deployment centers and created 2 centers of expertise increasing productivity by 25%.
- Streamlined vendor processes, increasing install services gross margin rate from 15 to 38 points, a \$2M (29%) increase over gross margin plan.
- Received President's Award for improving customer service levels through process standardization and implementation and monitoring of key metrics (3-point improvement in customer delight scores).

Resume Development

60

Joe's AGELESS Resume

2013 - 20XX stallations weekly and cable and 1st Remove **total years** w-cost region development.

2nd Include years in each role

deployment

2012 - 2013

2010 - 2012

1st Remove **total years**

NEWNAME CORPORATION (previously OLDNAME INC), Anytown, Anywhere

Senior Manager, Installation Ser Managed \$80M revenue plan and rigging services for retail and finar

- Reduced premiums 40% and arove \$200K savings by creating and implementing international self-service model that secured vendor resources.
- Developed and implemented supply cl procedures, decreasing deployment and
- Achieved 78% improvement over profit plan by accelerating low cost region strategy and driving 8% billable utilization increase over plan.

2nd Include years in each role

Senior Project Manager, Global Business Projects Group

Managed team in streamlining planning process, delivery, and implementation of 4 backend systems, after business acquisition.

Manager, Deployment Centers

Oversaw \$7M expense budget and 130 acsociates focused on project-managing deployment and installation of retail, financial, and technology equipment. Identified, reviewed

- Turned around high-risk organization by designing and imp months, reducing Operations costs \$1.4M.
- Consolidated 3 deployment centers and created 2 centers of
- Streamlined vendor processes, increasing install services (29%) increase over gross margin plan.

De-emphasize role not relevant to target position. Highlight what is relevant.

• Received President's Award for improving customer service levels through process standardization and implementation and monitoring of key metrics (3-point improvement in customer delight scores).

Resume Development

Joe's AGELESS Resume Public

2013 - 20XX

deployment

2012 - 2013

2010 - 2012

stallations weekly and cable and

w-cost region development.

Senior Business Analyst, Global Business Operations

2005 - 2007

Public

Facilitated reduction of inventory levels and excess / obsolete materials. Partnered with suppliers and manufacturing facilities. Provided advisory on Ethics & Compliance and Corporate Relocation committees.

- Led inventory reduction initiatives, decreasing overall gross inventories 30%.
- Reduced product defective rates for 4 consecutive years by implementing focused quality reviews, extensive
 process audit, and global corrective and preventative action database.
- Implemented customer scorecard process and trained associates enabling Sales to validate performance with customer.

Previous roles include Business Analyst & Planner

Joe's

AGELESS

Resume

ADDITIONAL RELATED EXPERIENCE

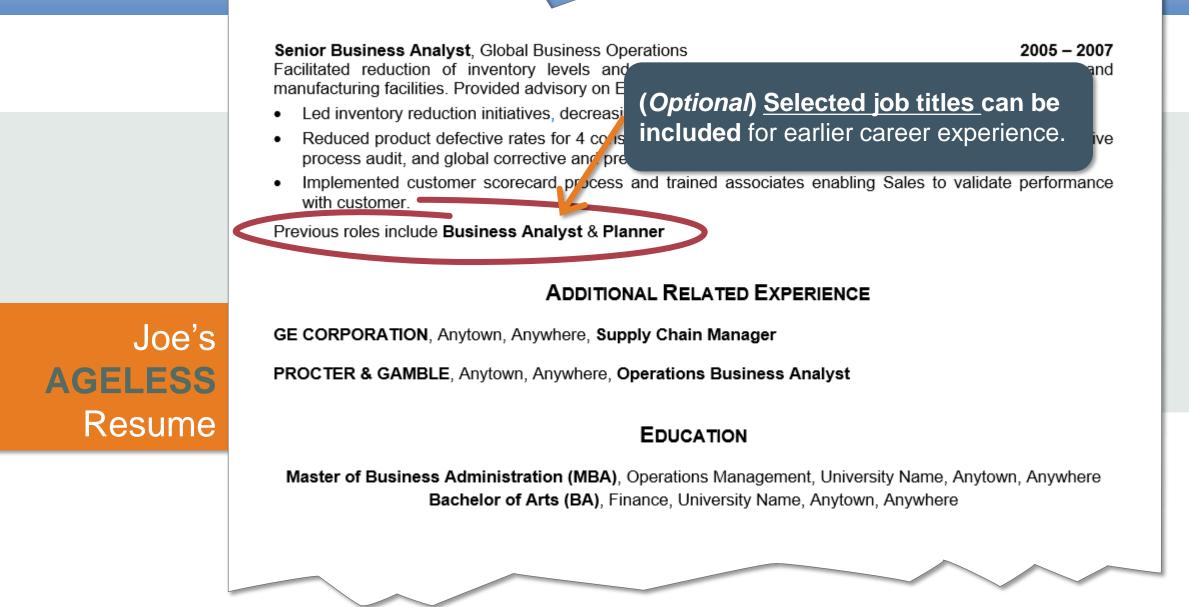
GE CORPORATION, Anytown, Anywhere, Supply Chain Manager

PROCTER & GAMBLE, Anytown, Anywhere, Operations Business Analyst

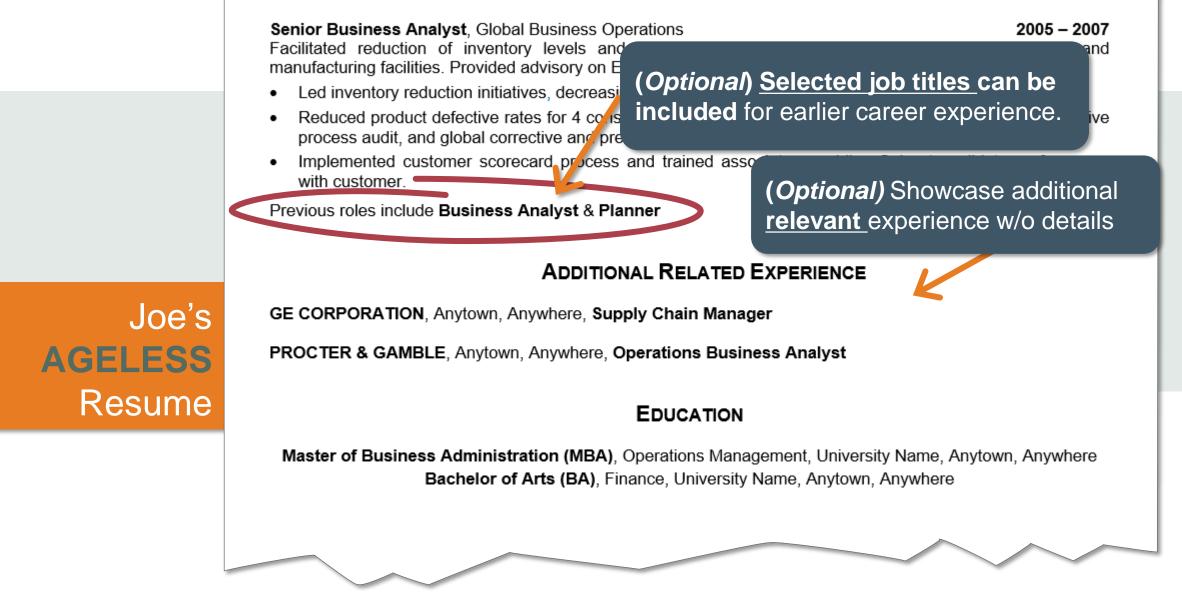
EDUCATION

Master of Business Administration (MBA), Operations Management, University Name, Anytown, Anywhere Bachelor of Arts (BA), Finance, University Name, Anytown, Anywhere





Resume Development



Resume Development

Your resume is effective marketing tool if you can answer "yes" to:

- Summary contains all 4 key elements?
- Accomplishments expressed in Actions & Results?
- Summary elements proven with specific Accomplishments?

Personal Branding Resources: Resume Editing Tests & Resume Building Blocks Resume Samples

1:1 Resume Coaching

- To help you put your best foot forward at the upcoming Career Fest, ManpowerGroup offers 1:1 resume coaching following this session.
- If you are interested, please contact The Trust in order to schedule a 1:1 meeting with a ManpowerGroup resume coach.

REMEMBER! Communicate your **BRAND** across all marketing materials PAOLO ZUPIN Resume Bio Social media t 30-Second Commercial You Networking brief

Cover letters

- Email signature
- **Business cards**
- Personal website
- Brag Book
- Visual resume
- Video resume



NOORESS, via America 201 Secon Tricing May MODEL 1920, Second Second C-MAL proto ampire/figured or

Thank You!

