

ADAM J. SAMPLE

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SENIOR PROJECT MANAGER & PRODUCT ENGINEER

DYNAMIC, ANALYTICAL LEADER with proven success managing small through multi-million-dollar project initiatives, designing and delivering innovative product solutions, and bringing new products to market. Excel at uniting cross-functional teams, integrating project management tools and best practices, mitigating risk, and increasing profitability.

Project Management Highlights

- ✓ Lead cross-functional teams to design, develop, manufacture, and launch **world-class new fire protection products**. Manage full scope projects such as planning, scheduling, estimating, budgeting, quality, and risk management.
- ✓ Delivered an innovative solution to a stagnate **product development project** conducting in depth research, consulting with industry experts, and leading change initiatives to optimize product success.
- ✓ Earned reputation for leading **popular products to market** and driving a **20%+ in profit margin increase**. Improved supply chain issues, identified alternative drop in chemistry to maintain certification, conducted raw material negotiations, and leveraged new technology to prototype and build new products and enhancements.

AREAS OF IMPACT: Cross-Functional Leadership | Product Development | Design & Engineering | Project Planning
Budget & Resource Management | Risk Management | Stakeholder Management | Issue Resolution | Sales & Marketing
New Product Manufacturing | Planning & Forecasting | Cost Management | Proposals, Estimates, Scheduling

PROFESSIONAL EXPERIENCE

FLAME SEAL PRODUCTS | Houston, TX | 2009-Present

Director of Operations + Senior Project Manager + Product Engineer, 2018-Present

Recruit, develop, and lead cross-functional teams (Sales, Operations, Research, Shipping, Logistics, and R&D) to innovate custom product solutions and increase revenue growth for an organization that manufactures world-class fire protection.

Project & Product Management:

- **Provide project management and technical leadership** overseeing project timelines, budgets, resources, and risks to bring new products to market. Promote a culture of project management and accountability to drive results.
- **Steer the product and technology investment strategy** leveraging market intelligence, customer insights, and creative solutions. Engage and align cross-functional stakeholders to deliver impactful project decisions.
- **Guide multiple R&D projects to develop and improve new/existing products** incorporating project management methodologies, industry trends, ground breaking technology, and chemical and commodities processes.
- **Maximized quality, performance, and efficiency** by partnering with manufacturing teams to introduce lean process improvement initiatives and directing all projects and initiatives for the shipping and receiving deck.

Operations Strategist:

- **Recruited by the CEO to improve current SOPs and deliver cost reduction initiatives.**
 - Reduced shipping costs 50% by maximizing vendor and routing efficiency.
 - Drove 75% reduction in processing expenses by developing chemical and material handling processes to reuse and recycle the rinse water while ensuring product quality controls.
- **Develop and execute account growth, partner networks, distribution, and GTM strategies** to drive results while establishing individual and team quotas, metrics, and forecasts.
- **Reduced raw material costs 6%** by executing alternative sourcing, bulk purchasing, and vendor negotiations.
- **Forged strategic partnerships** with LTL companies which reduced shipping costs by 50%+.
- **Raised \$2M+ in investment capital to position the company for scalable growth.**

Territory Sales Manager (BASF), 2017-2018

Identified and capitalized on opportunities to drive revenue growth for a new performance flooring product line. Managed complex sales cycles, developed robust pipeline, and built immediate rapport with executive decision makers to deliver the unique value proposition and close deals. Leveraged project management principles to plan and execute complex project initiatives, and provided product expertise to resolve complex customer issues and maximize customer value.

- ♦ **Exceeded sales goals YoY driving multi-millions in revenue growth and outperformed quota** by executing strategic account growth plans, driving go-to-market strategy, and earning repeat and referral business.
- ♦ **Expanded new business developing across the Commercial & Industrial Flooring portfolio** by performing needs analysis and designing custom solutions which continually exceeded customer expectations.

Global Sales Manager, 2011-2016

Developed and executed strategic sales plans based on territory analysis to drive global sales, third party alliances, customer satisfaction, and revenue growth across OEM accounts. Built strong pipelines, generated monthly territory forecasts, established pricing structures, and increased opportunities across all products and product lines. Managed full scale product implementation projects, mitigated change, and resolved complex technical issues to maximize product use.

- ♦ **Accelerated the global footprint to 17%+ of total company revenue** by leading a top sales team to penetrate the Chinese market. Networked through partner channels to identify, train, and guide a global distributor.
- ♦ **Built and managed a global distribution partner network** for all targeted market segments spanning commercial construction and architectural products and as a result, drove **\$1M new business growth** within one year.
- ♦ **Oversaw Testing and Certification for a new product breaking down market barriers**, capturing previously impenetrable markets, and delivering game-changing results driving **\$1M in additional annual revenue**.
- ♦ **Created product demand, competitive differentiation, and awareness** through sales visits, trainings, and product demonstrations. Additionally, organized and attended numerous industry trade shows.
- ♦ **Served as product expert in analyzing business needs and building custom solutions**, proposals, and estimates.
- ♦ **Advanced product performance by introducing certification and training programs** for designers and engineers.
- ♦ **Improved application troubleshooting processes** by standardizing technical support procedures.

Plant Manager, 2009-2011

Directed daily operations for the manufacturing plant. Built, trained, and led cross-functional teams. Implemented best practices, lean processes, and strategies to optimize cost, safety, quality, workflow, and performance. Oversaw strategic planning, budgeting, product development, packaging and shipping, and inventory and materials management.

- ♦ **Maximized manufacturing and distribution of goods** by designing innovative production processes.
- ♦ **Managed a major relocation project to support rapid company growth** planning, scheduling, leading, and coordinating end to end project. Managed stakeholder communication, forecasted costs and resources, estimated scope of work, prepared budgets, and designed engineering proposals, schematics, and construction drawings.
- ♦ **Drove transformation and change by overhauling manufacturing equipment and technology**, creating a safety audit to ensure production compliance, and performing Centrifugal and diaphragm pump repair and maintenance.

AUTOMOTIVE SERVICE COMPANY | Houston, TX | 2004-2009

Director of Sales & Operations / Owner

Managed and improved operational performance for a highly successful family business. Drove operational excellence through innovative strategic planning, sales and marketing, financial management, and customer service. Performed complex automotive projects, performed state-mandated safety inspections, and prepared quarterly TX DPS reports.

EDUCATION

Bachelor of Science in Organizational Leadership | Business Management Emphasis

UNIVERSITY OF HOUSTON | National Honors Society Member | 2015

Member of Spray Polyurethane Foam Alliance (SPFA)