



University of Maryland University College

MARJORY SMITH

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PROFILE

Driven professional who offers substantial management, finance, and business development experience. Possesses solid business fundamentals and an understanding of a broad range of industries and associated services and technologies. Building on a strong business background, asserts a high degree of analytical ability, personal initiative, and resourcefulness in dealing with varied responsibilities. Adept at establishing and implementing objectives and goals of business management, technical, government and commercial disciplines.

QUALIFICATIONS SUMMARY

Project management background with a successful record of performance and a Program Management Institute (PMI) certification in project management (PMP). Technically oriented with a focus on leadership, financial performance, and quality. Skills and experience transcend specific industries and apply to multiple business applications. Competencies include:

- Departmental and technical management
- Business development
- Account management/customer relations
- Project Management Professional (PMP) certification - 2007
- Proposal & contract development/negotiation
- Marketing strategies: product development, evaluation, and implementation

EXPERIENCE

ABC, Inc. Charm City, CA

1995 – present

PROJECT LEAD

2000 – present

Manages 10 delivery orders for DoD Special Airlift Mission squadrons on the government's data link service provider contract and handles the lifecycle of aeronautical communications services provision from implementation to billing. All project deliverables are on time and under budget. Activities emphasized commercial sector collaboration to move technology into government applications within the US Air Force, Navy, and Air National Guard. Markets ARINC's emerging technologies within the VIP customer base and coordinates efforts to bring new services onto contract. Also captured and managed NAVAIR's Multi-Mission Maritime Aircraft (P-8A) engineering support contract since 2005.

Essential duties include:

- Performed project management functions and increasing business by 10% per year
- Developed customer relationships and conducted all implementations and training sessions for each VIP/SAM customer
- Developed marketing alliances with airframers, vendors, and avionics manufacturers to maintain and generate business
- Implemented strong teaming relationships between independent corporate divisions to increase efficiency and quality of services

SERVICE MANAGER

1996– 2000

- Conducted flight attendant training sessions for the use of aero satellite cabin telephony and worked with the airlines' inflight and marketing divisions to develop promotional materials for passenger use
- Task leader for implementation of president's directive for infrastructure cost allocation



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- Conducted marketing presentations and industry shows for various aero technologies at sites worldwide
- Developed business strategies to resolve technical and commercial issues for individual technologies such as HF/VHF voice, and HF data link
- Supported the first polar flight from JFK to Hong Kong using HF data link – the longest commercial flight in history
- Led business development efforts to identify opportunities, formulate strategies to obtain support and funding, and negotiate contracts
- Performed extensive communications activities through writing documents, newsletters, and reports and participating as a speaker at national conferences, conventions, and meetings
- Maintained strong contacts and relationships with leaders in industry and government
- For two years, conducted more than 50 aircraft tests as a part-time flight specialist for Reduced Vertical Separation Minimums (RVSM) for customers nationwide

ABC, Inc. New City, CA

1995 – 1996

SENIOR MANAGEMENT ANALYST

- Earned Vice President Al Gore’s “Hammer Award” for government re-invention efforts
- Provided business and technical solutions to the national re-invention effort which created a partnership of federal, state, and local offices administering entitlement programs; and focused on improving the quality of services in the nation's workforce development system
- Hired and managed a technical and end-user training project for over 33,000 DOJ users worldwide; determined the most cost-effective method of service delivery; managed contract & tasking for 38 employees, and arranged for subcontracts for specialized services
- Prepared change orders, proposals, estimates, and budgets

Your Corporation, Main City, CA

1990 – 1993

PROJECT MANAGER

- Responsible for the Electronic Data Interchange lifecycle
- Assistant task leader over 10 team members for evaluating emerging technologies
- Project leader for the recording of historic images on laser disc technology
- Analyzed the Congress's joint requirements for information concerning winter fuel sources for the DOE and developed requirements for collection and reporting

EDUCATION

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B.S. Management Studies – 4.0 GPA

Project Management Institute - Project Management Professional (PMP) credential – 2007

CLEARANCE - Secret