

JOHN JONES, CPA

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CHIEF GLOBAL BUSINESS OPERATIONS OFFICER

Global Revenue Expansion | Innovative Cost Reductions | Exceptional Talent Management

Pioneering senior executive with 23+ years of experience including overseeing complex, multibillion-dollar contracts and high-performance teams that increase revenue and accelerate profits. Award-winning leader with an exceptional track record of successfully directing business operations including financial oversight, new business development and talent management. Trusted advisor to senior client executives with the ability to manage pressures, pace and ambiguity with success.

LEADERSHIP HIGHLIGHTS

- Drove a double-digit upsurge in global business growth within a two-year period.
- Achieved a \$6M reduction in expenditures by consolidating systems through the implementation of Oracle E-Business Suite.
- Redesigned and automated the procurement, supply chain analytics, and travel & expense processes and related technology, providing transparency for a \$600M global spend.

BUSINESS OPERATIONS & LEADERSHIP EXPERTISE

- Strategic Planning, Prioritization and Execution
- Team Leadership, Management, Mentorship and Development
- Exemplary Client Service and Business Partnership Cultivation Skills
- Global New Business Development: Proposal, Pitch and Final Negotiation
- Dynamic Large-Group Presentations
- Elite "Fixer" Problem-Solving Abilities
- Ability to Seamlessly Navigate Within and Across Complex Environments

PROFESSIONAL EXPERIENCE & PERFORMANCE HIGHLIGHTS

Chief Global Business Operations Officer
ABC Company, Inc.

2014 - Present
City, State

Senior executive at this top-five global media advertising and digital marketing firm. Manage billions in client billings with P&L responsibility and oversee a worldwide team of 1,100 employees. Principal executive on the agency's largest client, which includes 55 core markets, six major brands and 33 sub-corporate brands.

Key Achievements Include:

- Pioneered a proven process to pressure-test and seamlessly integrate new acquisitions into client service models, resulting in both sustainable revenue for the agency and increased profits for clients and their brands.
- Spearhead growth opportunities including solutions identification, proposal development, pitch presentations, final negotiations and legal contracting.
- Achieved top client appraisal ratings, as measured by a third party, through the formulation of a customized action planning process to substantially improve client satisfaction.
- Drove a joint automation agenda to build key measurement tools that allow the client to track risk and accomplishments across the globe.
- Lead engaging town hall meetings with global media and analytics team of 450+ professionals.
- Direct reports include: EVP Global Business Development, EVP Global Investment, EVP Global Finance Director and EVP of Global Operations.