
JIMMY FALLON

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CHIEF MARKETING OFFICER

An intrepid risk mitigation and investigational thought leader, fluent in HR, process optimization, turnaround strategy, RFPs, and cost analysis; reduced cost savings from 10% to more than 50% for Peraton. A devoted business leader, persistent and flexible with steadfast integrity, delivers epic results through innovation and collaboration, empowers great talent, and builds world-class teams. An expert in federal regulatory compliance and risk management, performed a technology integration for case management, automated invoicing, and an electronic storage system, improved profit margins by administering \$200M contracts while driving customer satisfaction for Peraton. An astute C-suite advisor to senior leadership, guides complex investigations on issues of national impact. Evaluates efficacy and productivity of organizations and proffers recommendations related to implementation, processes, and goal setting. An inspiring manager and empathetic mentor, fosters relationships at all levels based on respect and mutual admiration.

SKILLS

Background Checks | Budget Management | Business & Customer Analysis | Case Management | Client Services | Contract Negotiations | Data & Financial Analysis | Data Presentation | Employee Retention | Federal Compliance | Forecasting | Interpersonal Communication | Investigations | IT | Leadership | Lean Sigma | Logistics | Management | Manual Writing | Mentor/Coach | Microsoft Office | P/L | Professional Development | Project & Program Management | Proposal Writing | Recruitment | RFP | Team Player | Training | Vendor Management

PROFESSIONAL EXPERIENCE

COMPANY | LOVELAND, CO (MERGER)

VICE PRESIDENT/PROGRAM MANAGER RISK DECISION BUSINESS UNIT | 07/2005 - 12/2023

COMPANY (MERGER)

VICE PRESIDENT/PROGRAM MANAGER RISK DECISION GROUP | 03/2014 - 12/2023

COMPANY

CHIEF OPERATING OFFICER, CLEARANCE & INSPECTIONS BUSINESS UNIT | 11/2012 - 03/2014

PROGRAM ANALYST/QUALITY CONTROL MANAGER/CASE MANAGER | 07/2005 - 11/2012

Managed a \$200M P&L and 2,500 dispersed personnel nationwide. Partnered with C-suite and management to architect and execute a turnaround plan; upgraded talent, improved processes, and increased client satisfaction. Cleared up 2 backlogs ahead of plan, guiding layoffs, project prioritization, and cost analysis to drive profitability. Collaborated with CIO and IT team to transition to a strategic partner in business operations. Ran IT and talent management teams and oversaw contracts to ensure compliance and resolution of customer demands. Authored 200-page responses to RFPs, including technical proposal, security manual, quality control, management, and training plans. Performed technology integration for case management and secured confidential data to conform to federal information standard compliance authorization. Overhauled recruitment to improve manager effectiveness.

Expedite background checks in compliance with federal regulatory standards to avoid national security risks.

- ▶ Coached teams to increase field employee retention, and bolstered training to meet contractual requirements.
- ▶ Used data analytics to improve operational efficiency by giving teams real-time data on employee performance.
- ▶ Initiated help desk, hiring, training, and designing processes for an initial team of 5 that scaled to 30 staff.
- ▶ Renegotiated multiple contracts aligned with policies across states and ensured proper benefit payments for cases.
- ▶ Automated workload management, including electronic records and secure transfer of data to customer systems.
- ▶ Cut overtime costs and improved quality by revitalizing morale by creating alternative scheduling options.
- ▶ Won contracts requiring ISO 9001 designation by developing process maps, changing implementation requirements.
- ▶ Automated invoicing, implemented quality control processes, and created electronic storage system.
 - ✓ **Delivered project profit margin of double the industry average.**
 - ✓ **Administered \$200M in contracts while driving customer satisfaction.**
 - ✓ **Grew 9 contracts in 8 years, maintained client excellence on 3 additional contracts for 20 years.**
 - ✓ **Implemented programs resulting in cost savings throughout the years from 10% to more than 50%.**
 - ✓ **Reduced cost-per-unit overhead 50%, automated processes, set goals, and created assembly line system.**
 - ✓ **Developed talent to originate and direct company policy for start-up experiencing 100% revenue growth.**
 - ✓ **Increased revenue 50%, profit margin 10% by scaling team, addressing delivery goals and non-performance.**

EDUCATION & AFFILIATIONS

University of Nebraska at Omaha | Omaha, Nebraska | **Master of Public Administration**

University of Nebraska at Omaha | Omaha, Nebraska | **BS**

Women's Impact Network Mentor | Executive Coach | Sigma Green Belt | Board of Directors, Women in Defense RMC |

Board of Directors, Envision | Member, Business/Professional Women's USA | US Investigations Leadership Circle