

GEORGE A. DOE

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MANAGEMENT

Goal: A strategic position developing new business in a growing organization.

RESULTS-DRIVEN AREA MANAGER with more than 14 years of security-management experience with a diverse background in marketing, financial management, and customer relations. Offer high-caliber cross-functional management qualifications and proven leadership talents. Strong orientations in problem-solving and decision-making.

KEY STRENGTHS

Management/Operations—Develop and implemented department guidelines, policies, and procedures and set an example for others. Successfully initiated new ideas and solutions to meet profit objectives while resolving problems and issues related to employees and customers.

Business Development—Positioned company for success by implementing unique marketing strategies. Proven history of over-achieving business-development and sales-performance goals.

Relationship Management—Cultivate and nurture profitable relationships with businesses, senior management, and staff members. Experienced in managing, training, supporting, and motivating staff to achieve operational effectiveness.

PROFESSIONAL EXPERIENCE

Area Manager, Parking Company, St. Louis, MO 2007–2008
Served as area manager for the world's largest parking provider to manage day-to-day operations, P&L, maximize revenue, and supervise staff while providing excellent customer service. Successfully established department marketing, price strategies, policies, and procedures.

- Increased total net revenue 43%; and total revenue 100% during first 6 months.
- Conduct pricing strategies; identify new growth opportunities through market analysis and implement cost saving procedures.
- Prepare annual budget, maximize investments, and increase operational efficiency.
- Coordinate, plan and direct special events increasing customer satisfaction: Early Bird Special.

Operations Manager, Security Group, St. Louis, MO 2005–2006
Oversaw and directed all daily operations, functions, decisions while assisting VP with developing strategic profitable market plans.

- Assisted VP in developing a strategic plan to penetrate the St. Louis market to increase market share and net profit.
- Managed over 250 employees, determined staffing requirements, interviewed, hired, and trained new hires.

- Expertly developed guidelines, goals, objectives, and procedures as well as designed supervisor handbook.

ADDITIONAL EXPERIENCE

Corporate Security, Safety Inc., St. Louis, MO 2000–2004
Challenged to assist Director of Corporate Security to develop a feasible reporting writing system capable of assessing external company threats. Developed and maintained new and innovative security concepts and procedures.

- Developed searchable database for all department personnel to monitor possible threats to be used throughout the security department creating a safer company.
- Increased department efficiency and professionalism by analyzing forms and reports identifying problems and area for improvements.
- Supervised and trained contract security officers, assisted all off-site chemical emergencies, and responded to internal and external concerns and questions.

Police Officer, Metropolitan Police Department, St. Louis, MO 1994–1999
Selected my upper management to participate with special projects designed to lower crime rate increasing public safety.

- Provided public safety by responding to emergencies, enforcing motor vehicle / criminal laws while promoting good public relations.
- Participated in the department safety committee, which reviewed and established safety procedures, which greatly reduced officer injury.

EDUCATION

Master of Business Administration, 2005
College University, St. Louis, MO

Master of Arts, Management, 2003
College University, St. Louis, MO

Bachelor of Arts, Criminal Justice, 2001
College University, St. Louis, MO

CERTIFICATION

Missouri POST (Police Officer Standardized Training) Class A

COMPUTER SKILLS

Microsoft Excel, Word, PowerPoint, Lotus Notes