

NAME

email | www.linkedin.com/in/ | phone number

BUSINESS MANAGER

PROFILE

Results-producing Business leader spanning 20+ years showcasing year-over-year improvements in office productivity, operational efficiency, customer service ratings and team collaboration/retention. Strong and decisive Business leader with excellent analytical, organizational, team building and planning skills. Maintains uncompromising focus on high quality standards and bottom-line profit improvement. Effective technical and communication abilities. Excels at turning under-producing individuals into teams that work efficiently and exceed all expectations. Customer service orientated and excellent at performing crisis management and ensuring customer loyalty and increasing bottom line revenues.

CORE PROFICIENCIES

Office Administration | Customer Service | Project Management | Staff Supervision | Crisis Management | Operations Management | Training and Development | Time Management | Team Leadership | Budget Management

PROFESSIONAL EXPERIENCE

Castle Management Company Inc | San Ramon, CA
BUSINESS MANAGER

03/2012 to Present

Own & manage all facets of organization from conception (startup operations), to the incredible success of the property management business. Key driver in development of an organization- wide strategic planning, vision process, and startup operations of the property management business. Drive sales efforts and shoulder responsibilities of site supervisions, accounting, and project management. Monitor all aspects of the business operations including strategic planning, research, finance, HR, and marketing.

- Analyzed problems, formulated options, and presented solutions offering win-win outcomes.
- Led efforts to resolve issues with tenants, home repairs, and managed over 200 single family homes.
- Aided business development efforts, developed processes, and played a key role in driving revenue growth.
- Revenue Growth: \$20k/yr -- \$385k/yr (6+ years) // Property Numbers: 11 -- 225 / yr (7+ years).

Carmel Realty Company | Carmel-by-the-Sea, CA
BUSINESS LEADER

07/2000 to 03/2012

- Provided ongoing management, annual performance reviews, objective-setting and training planning for all direct reports.
- Worked with regional business services and finance organizations to develop processes to ensure country level allocation of sales.
- Executed on account management processes and tools to expand long-term relationships for J&J that deliver growth opportunities for both parties.
- Assisted each affiliate on their marketing and business plans development and implementation.
- Provided regional business perspectives to Sales & Market senior leaders.
- Cooperated & led other functions to develop business strategies that optimally balance margin with selling effectiveness.
- Established and maintained excellent customer relationships within assigned territory.

EDUCATION

Master of Business Administration (MBA) in Management | University of California, Berkeley
Bachelor of Arts in Management; Minor: Information Systems | California State University, San Bernardino

Resumes For Business Management Careers

Anne McKinney



Resumes For Business Management Careers:

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



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