

TARGET: BOARD OF DIRECTORS – SOFTWARE & TECHNOLOGY INDUSTRIES

Expert in IPOs – VC & Equity Fundraising – Mergers & Acquisitions

Experienced board member, MBA and internationally savvy technology industry executive with a history of award-winning performance as a visionary leader for building company infrastructure from the ground up and spearheading profitable growth as high as 40% annually. Repeated success propelling small companies to the next level of growth and expansion.

- **Women in Technology Leadership Award, Public Sector Large Business Finalist, 2015**
- **Boston Business Journal Outstanding Women in Business Recognition, 2014**
- **Massachusetts Technology Council CFO of the Year Finalist, 2013**
- **Massachusetts Business Journal CFO of the Year, 2012**

Varied experience that provides valuable perspective to boards, cultivating a sense of partnership across the company, strengthening teamwork, and setting the vision, focus, goals, and strategies that produce the best possible business results. Balance a drive for growth with fiscal responsibility and emphasis on generating the highest possible ROI.

PROFESSIONAL EXPERIENCE

Acme Computer Solutions – Boston, MA **2003 – Present**
\$80 million subsidiary of a Fortune 500. Industry leader in cross domain, cyber security solutions, providing software and services that enable federal and civilian government agencies, NATO, and high risk industries such as financial services the ability to share and access information securely across multiple networks.

- **PRESIDENT** (2010 – Present)
- **CHIEF FINANCIAL OFFICER** (2005 – 2010)
- **BOARD OF DIRECTORS / VP, FINANCE** (2003 – 2005)

SCOPE: Strategy and P&L management • 250 employees • 7 direct reports • Manage all operations, finance, product development, marketing, and sales

SUMMARY OF CONTRIBUTIONS: Grew revenue \$50 million in the past 2 years alone and overall, key member of the executive team that increased sales 10-fold, from \$8 million to \$80 million and expanded from 40 employees to 250 over a decade. Masterminded and led evolution of the company, establishing a growth posture and transforming into an enterprise player and industry leader in the marketplace known for innovative adjacent and transformational technologies. Sold the company in 2010 at above-market-deal-metrics and spearheaded transition from a privately held technical company into the thriving, growing subsidiary of a large one.

SELECTED ACCOMPLISHMENTS:

- ▶ **Business Infrastructure Development:** Led this VC-backed company to implement the finance and operational infrastructure to support growth. Formalized all accounting, finance, human resources, office administrative, and legal functions, creating the foundation that enabled 900% revenue growth in 10 years.
- ▶ **Product Innovation, Development & Launch:** Catapulted the company to the top of the market, becoming widely known for expertise and innovation. Developed and launched 3 new products in the past year, with a 4th planned for mid-2013, expanding offerings to installed customer base and illustrating commitment to innovation.
- ▶ **Business Strategy & Revenue Growth:** Directed strategy that produced average 30% year-over-year revenue growth. Expanded footprint within the existing customer base, with 30% of new product sales coming from core customers. Simultaneously opened new civilian markets, landing numerous new accounts.
- ▶ **Team Building & Leadership:** Held employee retention at 90% post acquisition, a figure far above average. Created a company culture that nurtures creativity and innovation, promotes teamwork, and gives all employees a voice, establishing a sense of participation and ownership in results.
- ▶ **International Expansion:** Penetrated international markets and positioned for continuous growth in this area, producing 6% of revenue from foreign sales in 2012, anticipated to increase to 10% in 2013.

...Continued

Sample Board Of Directors Resume

Raffaela Di Napoli



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Board-Seeker Ralph Ward,2018-07-09 Board Seeker Your Guidebook and Career Map into the Corporate Boardroom is the first practical guide written specifically to help board ready leaders and executives gain the knowledge resources and confidence to shape their personal onboarding program Assess your experience that makes you valuable to a board there s more than you think Shape this into a powerful outreach portfolio such as board resume online image and personal pitch Gain the targeted network and mentors you ll need especially your boss Learn step by step how board searches really happen and how to master each stage Prepare for the board interview and vetting process and get ready for your first board meeting With leads links checklists and first hand success stories Board Seeker spells out each step you ll take into the boardroom and beyond The Complete Idiot's Guide to the Perfect Resume Susan Ireland,2002-12 Includes tips on writing an effective resume creating an accurate yet impressive job statement networking using software programs and other resume technologies and making the most of your experience Get on Board Olga V. Mack,2019-07-31 Directors chairpersons executives recruiters and other professionals who assist corporate boards all agree that becoming a corporate director is a journey The process may take one to five years and involves a lot of learning networking and strategic positioning In other words just like everything worth pursuing it involves a lot of hard work Yes there are occasional glimpses of luck but there are no magical moments invisible hands or other miracles Get on Board Earning Your Ticket to a Corporate Board Seat is a practical beginner s guide for anyone considering becoming a director from young professionals seeking corporate board service in the distant future to seasoned professionals contemplating an imminent career change This book demystifies the process breaks down the steps and answers the most common questions about corporate board service It also provides examples of successful corporate director biographies and resumes Finally it shares actionable strategies and worksheets to help identify your unique value proposition elevate your profile and refine your networking strategy You can use all of this information to start your corporate board journey today After reading this book you will be convinced that corporate board service is within your reach and will be ready to pursue it actively **The Complete Idiot's Guide to the Perfect Resume, 5th Edition** Susan Ireland,2010-01-05 Resum revamped for the times technology and the recession The recession has made finding a job harder than ever Everything now takes place online and a resum s preparation is different than even a few years ago This new edition has changed with the times focusing on what s most important in an electronic resum Full of successful resum samples and cover letters the book also focuses on the key words and phrases that will bring readers resum s to the top of the HR pile More than 100 samples of real life resum s and cover letters many of them new Founded in real life experience without the rigid resume writing rules of other guides Ideal for all job seekers from new grads to the laid off worker new mothers to senior citizens **Clearinghouse Review** ,1996 **NLADA Washington Memo** ,1972

Decisions and Orders of the National Labor Relations Board United States. National Labor Relations Board,2008

Decisions and Orders of the National Labor Relations Board, V. 352 ,2009-01-06 Includes the decisions and orders of the Board a table of cases and a cross reference index from the advance sheet numbers to the volume page numbers

Corporate 500 ,1991 *The Athenaeum* ,1866 **The Board Member's Playbook** Miriam Carver,Bill Charney,2004-01-30 The Board Member s Playbook written for board members who are either familiar with or new to John Carver s revolutionary Policy Governance model offers real world scenarios that address the challenges that confront boards of all types of organizations Step by step the authors walk readers through a proven problem solving sequence that allows them to find solutions consistent with the values and policies of their organizations Designed to be flexible the book s problem solving methods are applicable to any challenge boards may face **American Manufacturer and Trade of the West** ,1911 **13 Steps to Manufacturing in China** B. Mitchell,2017-06-30 A comprehensive reference book providing the tactics strategies and methodology for establishing a manufacturing plant in China The book is jam packed with details including sourcing Chinese equipment importing used or new equipment building construction and permit requirements

Resumes For Dummies Laura DeCarlo,2019-03-19 Polish up that old resume and land your dream job We ve all been there it s time to apply for a job or internship and you have to create or revise your resume Many questions pop in your head What do employers want What skills should I highlight How do I format this How do I get noticed But resume writing doesn t have to be a daunting task The latest edition of Resumes For Dummies answers all of these questions and more whether you re a resume rookie looking for new tips or want to create that eye catching winning resume In this trusted guide Laura DeCarlo decodes the modern culture of resume writing and offers you insider tips on all the best practices that ll make your skills shine and your resume pop Let s start writing Write effective resumes that will stand out in a crowd Understand Applicant Tracking Systems and how to adapt your resume Keep your resume up with the current culture Position a layoff or other career change and challenge with a positive spin Leverage tips and tricks that give your resume visual power In order to put your best foot forward and stand out in a pile of papers it s important to have an excellent and effective resume and now you can **No-nonsense Resumes** Wendy S. Enelow,Arnold G. Boldt,2006-01-01 A no nonsense guide to creating an effective resume covers such topics as preparing a professional resume presentation using attention grabbing keywords and using electronic resume submission tools **Unbeatable Resumes** Tony BESHARA,2011-06-16 Need serious help with your rTsumT Turn to the employment expert Dr Phil calls the best of the best What does Tony Beshara do that most rTsumT experts don t While the experts write rTsumTs all day Tony the veteran placement specialist featured regularly on the Dr Phil show actually uses them to get people jobs With Unbeatable RTsumTs Tony dissects and discusses real life rTsumTs for jobs in a wide range of industries from healthcare to banking construction to technology administration to sales and marketing and more The book shows readers how to build a powerful rTsumT utilize keywords effectively use gaps and job changes to their advantage and pair their rTsumTs with concise dynamic cover letters He complements his expertise he has personally

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Table of Contents Sample Board Of Directors Resume

1. Understanding the eBook Sample Board Of Directors Resume
 - The Rise of Digital Reading Sample Board Of Directors Resume
 - Advantages of eBooks Over Traditional Books
2. Identifying Sample Board Of Directors Resume
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sample Board Of Directors Resume
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sample Board Of Directors Resume
 - Personalized Recommendations
 - Sample Board Of Directors Resume User Reviews and Ratings
 - Sample Board Of Directors Resume and Bestseller Lists

5. Accessing Sample Board Of Directors Resume Free and Paid eBooks
 - Sample Board Of Directors Resume Public Domain eBooks
 - Sample Board Of Directors Resume eBook Subscription Services
 - Sample Board Of Directors Resume Budget-Friendly Options
6. Navigating Sample Board Of Directors Resume eBook Formats
 - ePub, PDF, MOBI, and More
 - Sample Board Of Directors Resume Compatibility with Devices
 - Sample Board Of Directors Resume Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sample Board Of Directors Resume
 - Highlighting and Note-Taking Sample Board Of Directors Resume
 - Interactive Elements Sample Board Of Directors Resume
8. Staying Engaged with Sample Board Of Directors Resume
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sample Board Of Directors Resume
9. Balancing eBooks and Physical Books Sample Board Of Directors Resume
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sample Board Of Directors Resume
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Sample Board Of Directors Resume
 - Setting Reading Goals Sample Board Of Directors Resume
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Sample Board Of Directors Resume
 - Fact-Checking eBook Content of Sample Board Of Directors Resume
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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web apr 16 2012 to potential customer following up on meeting date ex thursday february 2 2012 receiver s name company and address ex sean peterson abc co 123 lane area 456 city state pin code dear name ex sean peterson i would like to thank you for taking time out of your busy schedule to meet with me

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