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TO: Human Resources / Hiring Manager

RE: Available NOW / Denver Based High impact, Director of Sales & Operations leader

With 30+ years of experience, I have propelled teams to improve productivity, efficiency and quality, while boosting revenue, reducing costs, and maintaining company administrative goals.

The position as you have described it is very well matched to my extensive background and experience. I am available immediately. I am free to travel, work from home, or work from the Denver area corporate office. I have lived in Evergreen, CO since 1988 and covered the entire Western U.S. and South Korea from both a home office and a corporate office (re: IBM Global Services – Tech Center).

My 30+ years of various industry experience are characterized by completely new industry introductions all along the way: computer maintenance services, outsourced information processing, and finally owning and operating a career / technical school in the health & fitness industry for 16+ years.

I achieved success with each career foray into a new industry. In 2003, I started two schools / fitness centers in two cities. For 16 1/2 years, we enrolled over 2,400 students from 21 different countries. I acquired two accreditations while establishing and maintaining certification and funding approvals from six different federal, state, and local government organizations.

I have many qualifications that would enable me to do an excellent job and produce notable results for your organization. I have consistently outperformed corporate and customer expectations as a disciplined military veteran, as an executive employee, as an individual performer, and as an entrepreneur.

For example, among other recent achievements, I have formal education and experience:

- Prospecting and exceeding growth and expansion goals by 200%+.
- Negotiating contracts and requirements with public and private sector vendors and clients
- Presenting creative solutions and training to multi-level teams and clients.
- Designing and implementing best practices to emphasize excellence and compliance.
- Managing time, budgets and staffing exceeding \$19M in almost 17 years.

If you are looking to add someone to your team who can deliver results like these, I believe I could lead any sales, marketing, or operations team to surpass whatever challenging goal you put before me. I also have the business sense to know my limitations and when / how to recruit the subject matter experts.

If that sounds compelling, we should plan a call today to explore how I might contribute. You can reach me at (303) 810-0200. You can learn more by visiting my website at <http://philipperay.workfolio.com/>. I am available now and look forward to hearing from you.

Sincerely,

Phil Ray