

Michael Chamberlain

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Results **Analysis and Innovation** **Process Improvement** **Customer Focus** **Leadership**

Please visit my VisualCV where you will find a complete resume and video interview: www.visualcv.com/michaelpchamberlain

Innovation

Skilled at analyzing, identifying inefficiencies and producing solutions. Increased productivity of payroll department by nearly 20%. Developed strategic and process improvements to increase sales success rate by more than 100%. Implemented system and procedural upgrades that decreased department production time by more than 50%. Created software solutions to enhance productivity of multiple departments. Produced system identified as the national solution to a corporate initiative to standardize costing process.

Initiative

Completed processes that allowed owner to recognize 35% return on sale of property. Planned and organized national summit for national homebuilder.

Leadership

Supervised all accounting and administrative functions and staff for 3 companies with combined revenues of \$25 million. Merged functions and streamlined processes in consolidation of separate organizations. Selected to represent Las Vegas division at corporate planning conference. Advanced through continually more responsible positions, including initiating two new positions, as company increased from \$10 million to \$75 million in annual revenues. Managed over 100 staff members, multiple subcontractors and \$20 million in annual production. Singled out by company owner as responsible for company receiving builder's Subcontractor of the Year award.

Results

Generated approximately \$35 million to \$40 million in contracts annually. Implemented technological and process improvements that enabled small company to enlarge customer base by 350% and grow market share from 5% to 25% in two years and grew year-to-year revenues in face of 60% decline in overall market.

Experienced managing in fast-paced environments and fast-growing companies, proficient in variety of functions, accomplished at managing in multiple business units