

JUSTIN COLEMAN

Managing Director

+1-914-345-5530 help@enhancv.com linkedin.com Jacksonville, Florida



SUMMARY

Use this opportunity to intrigue and draw the recruiter further into your resume. With your resume summary, you'll help them get a quick overview of your know-how, experience, skill set and results.

EXPERIENCE

Managing Director

Vortex Solar

2018 - Ongoing

Jacksonville, Florida

- Doubled the total sales volume and recapitalized the company within 3 years
- Executed a global restructuring and cost-cutting process reducing the operating fixed costs by 35%
- Masterminded investigation to detect and remove corporate embezzler, thus recaptured \$1 million

Founder and Managing Director

Waters and Sons

2013 - 2018

Jacksonville, Florida

- Established and grew business to \$500k+ turnover in 3 years
- Participated in developing policy and strategic plans that provided direction and structure for 5 operating units
- Responsible for the marketing strategy: Product development, PR & Media Relations, Google Ads, Facebook Ads Manager, Email Marketing, SEO, Opinion Leaders Marketing, Social Media Marketing, Customer Service, Business Development
- Successfully sold the company in 2017 - it has already served more than 13 000 customers

Managing Director

Modie Marketing

2009 - 2013

Jacksonville, Florida

- Development and reporting of business development, action plans and marketing strategy, including budgeting
- Negotiated with suppliers reducing our costs by 30%
- Company revenue increased 100% year by year
- Regular achievement of fixed monthly sales targets (between +4% and +13%)

EDUCATION

Associate Member of CIPS

Chartered Institute of Purchasing and Supply

2010 - 2011

ADDITIONAL EXPERIENCE

Deputy General Manager

Boyle & Anderson P.C.

2008 - 2010 Jacksonville, Florida

- Led the team of 3 to 5 audit staff in performing internal audits and forensic reviews for retail branch banking
- Planned a stock take with a wage saving of 20%
- Honored to lead a multi-cultural team of 70 talented individuals

Investment Analyst

Finimation

2007 - 2008 Jacksonville, Florida

- Created 18 page financial workbook including all statement for investor funding
- Developed the investor deck used to raise 3 million in seed funding
- Worked on 60+ deals on aspects such as industry research, due diligence, financial modeling, legal agreements, valuation and investor presentations
- Automated functional testing of the investment banking interface by developing shell scripts, reducing man-hour requirements by 60%

MY TIME



- A Morning swim or sit on a bike
- B In-person client meetings
- C Conference calls with divisions
- D Reviewing financial reports
- E Working on the business development strategy, action plans, and budgeting
- F Evening commute, gym and spending time with family

STRENGTHS

Learn and be Curious

Never done learning and always seeking to improve myself. Curious about new possibilities and taking action to explore them.

Earning Trust of Others

Listen attentively, speak candidly, and treat others respectfully.

Love for the Industry

Doing my job with great love and passion helps me stay motivated at all times.

SKILLS

Financial Projections

Accounting

Office management

Business and Enterprise Law

Operations

INDUSTRY EXPERTISE

Consistency and Reliability

Empathy and sensitivity

Mentoring and coaching

LANGUAGES

English	Native	●●●●●
Italian	Proficient	●●●●●
French	Advanced	●●●●●
German	Advanced	●●●●●

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Emma Lupano, Paolo Orrù



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