

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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K. Sudhir, Olivier Toubia



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Summary of Ulrik Lehrskov-Schmidt's The Pricing Roadmap Milkyway Media,2024-03-27 Get the Summary of Ulrik Lehrskov Schmidt s The Pricing Roadmap in 20 minutes Please note This is a summary not the original book The Pricing Roadmap by Ulrik Lehrskov Schmidt is a comprehensive guide for B2B SaaS executives and entrepreneurs grappling with the complexities of pricing strategies The book emphasizes the importance of customer centric pricing over product centric approaches advocating for a structure that reflects the value delivered to different customer segments Lehrskov Schmidt draws parallels with historical industries such as the 1860s railroad to illustrate the effectiveness of differentiated services and the necessity of pricing based on customer willingness to pay

Cost-Effective Graphic Solutions for Small Businesses Phillip Whitt,2025-02-13 Delve into learning the strategies for producing impressive graphics without overspending This all inclusive manual equips small business proprietors with the knowledge and skills to utilize open source tools graphics and photo libraries and how to put them to good use Learn how to tap into a vast collection of premium stock photos from Pexels and Pixabay to elevate your visual content Additionally delve into the innovative capabilities of AI technology transforming the process of graphic design and production Whether you are an experienced entrepreneur or a novice in the field this guide serves as your pathway to visually appealing and cost effective marketing materials Cost Effective Image and Graphic Solutions for Small Businesses is your guide to creating impressive and effective graphics that won t strain your budget Discover powerful no cost image editing programs such as Paint NET GIMP and FotoSketcher to incorporate into your visual designs as well as affordable web based solutions for creating marketing materials such as business cards posters flyers social media posts and more There are even tips for saving on large format visuals and graphics for company vehicles You Will Learn To Enhance your professional visual identity for your business Utilize programs such as Paint NET to touch up photos and create business cards flyers and other graphic materials Use GIMP as an alternative to Adobe Photoshop for photo editing and raster illustrations Turn photographic images into art with the easy to use FotoSketcher Make scalable vector graphics using Inkscape Navigate royalty free stock photo libraries and archives available for both personal and commercial use Explore web based solutions for creating professional looking marketing materials such as business cards postcards flyers and social media posts Utilise AI to generate compelling images idea and content Who is This For This book is for any small business owner manager or graphics designer requiring the means to create quality graphics and visuals on a tight budget

The Culpable Corporate Mind Elise Bant,2023-04-20 This collection examines critically and with an eye to reform conceptions and conditions of corporate blameworthiness in law It draws on legal moral regulatory and psychological theory as well as historical and comparative perspectives These insights are applied across the spheres of civil criminal and international law The collection also has a deliberate focus on the nuts and bolts of the law the legal equitable and statutory principles and rules that operate to establish corporate states of mind on which

responsibility as a matter of daily legal practice commonly depends The collection therefore engages strongly with scholarly debates The book also speaks clearly and cogently to the judges regulators legislators law reform commissioners barristers and practitioners who administer and through their respective roles incrementally influence the development of the law at the coalface of legal practice Cited by the High Court of Australia in the judgment for Productivity Partners Pty Ltd v Australian Competition and Consumer Commission 2024 HCA 27 Introduction to Sport Marketing Aaron C.T. Smith,Constantino Stavros,James Skinner,Andrea N. Geurin,Lauren M. Burch,2024-03-29 Now in a fully revised and updated third edition Introduction to Sport Marketing is a clear straightforward and concise introduction to the theory and practice of sport marketing and the only sport marketing textbook you will ever need Built around a step by step framework for developing effective sport marketing plans and full of real world international cases data and examples the text helps students to develop the essential skills and subject knowledge required to thrive in today s fast paced sport industry It covers sport marketing at all levels from grassroots and community sport to international mega events and across all sectors from professional sport to public and not for profit organisations Leading the reader through the marketing process from analysis and setting a strategy to planning the marketing mix implementation and evaluation the text introduces the products services distribution channels and stakeholders that generate value including brands merchandise and licensed products players and athletes leagues and franchises and events This new edition includes expanded coverage of cutting edge topics including social media digital sport marketing esports the social impact of sport sportwashing and soft power innovation and fast prototyping consumer psychology and diversity and equity It includes useful features throughout from review questions to guides to further resources This is an essential textbook for any sport marketing course taken as a part of a degree programme in sport management sport marketing sport business sport development or business management and marketing

Computer Vision and Machine Intelligence for Renewable Energy Systems Ashutosh Kumar Dubey,Abhishek Kumar,Umesh Chandra Pati,Fausto Pedro Garcia Marquez,Vicente García-Díaz,Arun Lal Srivastav,2024-09-20 Computer Vision and Machine Intelligence for Renewable Energy Systems offers a practical systemic guide to the use of computer vision as an innovative tool to support renewable energy integration This book equips readers with a variety of essential tools and applications Part I outlines the fundamentals of computer vision and its unique benefits in renewable energy system models compared to traditional machine intelligence minimal computing power needs speed and accuracy even with partial data Part II breaks down specific techniques including those for predictive modeling performance prediction market models and mitigation measures Part III offers case studies and applications to a wide range of renewable energy sources and finally the future possibilities of the technology are considered The very first book in Elsevier s cutting edge new series Advances in Intelligent Energy Systems Computer Vision and Machine Intelligence for Renewable Energy Systems provides engineers and renewable energy researchers with a holistic clear introduction to this promising strategy for control and reliability in

renewable energy grids Provides a sorely needed primer on the opportunities of computer vision techniques for renewable energy systems Builds knowledge and tools in a systematic manner from fundamentals to advanced applications Includes dedicated chapters with case studies and applications for each sustainable energy source **Artificial Intelligence in Marketing** K. Sudhir,Olivier Toubia,2023-03-13 Review of Marketing Research pushes the boundaries of marketing broadening the marketing concept to make the world a better place Here leading scholars explore how marketing is currently shaping and being shaped by the evolution of Artificial Intelligence AI **Marketing, 6th Edition** Greg Elliott,Sharyn Rundle-Thiele,David Waller,Edward Bentrott,Siobhan Hatton-Jones,Pete Jeans,Stephanie Joshua Anandappa,Pauline Campbell,2023-10-23 Designed for first year students Elliott s Marketing 6th Edition offers students the perfect mix of marketing theory strategy and practice This concise yet comprehensive title contains an abundance of real world insights explanatory diagrams and practical examples to clarify foundational marketing concepts Students using Marketing 6th Edition will gain understanding and the requisite tools to practically apply their knowledge and skills throughout their careers Die Digitalisierung der Rechtsabteilung Sophie Martinetz,2025-12-17 Dieses Buch bietet einen umfassenden Einblick in die Möglichkeiten und Herausforderungen der Digitalisierung und Künstlichen Intelligenz KI in Rechtsabteilungen und richtet sich an JuristInnen und juristische Fachkräfte in Unternehmen Als Legal Tech ExpertInnen untersuchen die AutorInnen wie KI und andere Technologien die verschiedenen Rechtsbereiche in Unternehmen verändern Anschauliche Beispiele zeigen wie Legal Tech und KI basierte Lösungen Vertragsmanagement Compliance Streitbeilegung Beteiligungsmanagement Datenschutz etc optimieren können Dabei werden Chancen und Herausforderungen für jede Domäne diskutiert einschließlich ethischer und rechtlicher Aspekte Es kommen echte AnwenderInnen und UmsetzerInnen AnbieterInnen und TechnologInnen zu Wort Das Buch skizziert auch die sich weiter verändernde Rolle der JuristInnen in einer digitalen Welt und betrachtet die Bedeutung von Fortbildung und Anpassungsfähigkeit Es richtet sich an JuristInnen Legal Tech ExpertInnen und UnternehmensführerInnen die die Zukunft des Rechtswesens im digitalen Zeitalter aktiv gestalten möchten **WASH** ,19?? **Decolonizing Marketing Theory and Practice** Hasan Gilani,2024-11-22 In academic institutions worldwide the call to decolonize the syllabus curriculum and the entire university experience is growing louder and more urgent Yet the conversation must extend beyond blogs hashtags and social media trends This book dives deep into the critical need to challenge and transform the foundations of marketing education Addressing the urgent need for deeper conversations this book delves into the multifaceted process of decolonizing marketing theory and practice to foster a more inclusive field Through an insightful collection of contributions this book critically examines the entrenched roots of colonization capitalism and inequality urging us to move beyond simply adding non white authors and non Western case studies to the curriculum Decolonization should begin with a focus on inclusivity and equality progressing towards the recognition and exploration of diverse contexts and paradigms Through rigorous analysis and innovative perspectives this

book identifies key areas in marketing pedagogy that require decolonization urging a move away from exclusionary practices and Western centric ideologies It identifies crucial areas where texts knowledge and contexts need to be decolonized advocating for a paradigm shift from a culture of exclusion and Western centric ideologies to one that embraces inclusivity and a broad range of philosophical perspectives from the non Western world Aimed at researchers and academics in the field of marketing this book offers a profound exploration of teaching and learning dynamics from a more inclusive and diverse perspective By fostering engagement with a wider audience it seeks to enrich the discourse around marketing education with a more nuanced and enriched perspective Decolonizing Marketing Theory and Practice is an essential resource for those committed to creating a more equitable and comprehensive understanding of marketing in a global context

Financial Market Design by an Agent-Based Model Takanobu Mizuta, Isao Yagi, 2025-02-10 This is the first book to focus on designing a financial market that works well and that includes making and or modulating detailed regulations and or rules by a computer simulation of an agent based artificial financial market model ABAFMM The design of a financial market is very important for the development and maintenance of an advanced economy but designing it is not easy because changes in detailed rules even those that seem trivial sometimes have unexpectedly large impacts and side effects in a financial market which is a complex system Traditional economics cannot treat a financial market as a complex system in which micro macro interaction and feedback loops have played essential roles because traditional economics can only treat macrophenomena and micro processes separately ABAFMM can do it however This book explains first why ABAFMMs are needed to design financial markets and which models have good features Following that explanation the book discusses how to build the models Then cases of recent studies and their contributions are shown and finally the difficulties of researchers in this field are considered This book is expected to facilitate the design of more ABAFMMs to contribute to creating financial markets that will further develop and maintain advanced economies

The Complete Cost-keeper; Some Original Systems of Shop Cost-keeping Or Factory Accounting, Together with an Exposition of the Advantages of Account Keeping by Means of Cards Instead of Books Horace Lucian Arnold, 1889

Artificial Intelligence in Cardiothoracic Imaging Carlo N. De Cecco, Marly van Assen, Tim Leiner, 2022-04-22 This book provides an overview of current and potential applications of artificial intelligence AI for cardiothoracic imaging Most AI systems used in medical imaging are data driven and based on supervised machine learning Clinicians and AI specialists can contribute to the development of an AI system in different ways focusing on their respective strengths Unfortunately communication between these two sides is far from fluent and from time to time they speak completely different languages Mutual understanding and collaboration are imperative because the medical system is based on physicians ability to take well informed decisions and convey their reasoning to colleagues and patients This book offers unique insights and informative chapters on the use of AI for cardiothoracic imaging from both the technical and clinical perspective It is also a single comprehensive source that provides a complete overview of the entire process of the

development and use of AI in clinical practice for cardiothoracic imaging The book contains chapters focused on cardiac and thoracic applications as well more general topics on the potentials and pitfalls of AI in medical imaging Separate chapters will discuss the valorization regulations surrounding AI cost effectiveness and future perspective for different countries and continents This book is an ideal guide for clinicians radiologists cardiologists etc interested in working with AI whether in a research setting developing new AI applications or in a clinical setting using AI algorithms in clinical practice The book also provides clinical insights and overviews for AI specialists who want to develop clinically relevant AI applications

An Evaluation of Heavy-water-moderated Organic-cooled Reactors Oak Ridge National Laboratory,1968 *Official Summary of Security Transactions and Holdings* United States. Securities and Exchange Commission,1992-10 **Ludwig's Applied Process Design for Chemical and Petrochemical Plants Incorporating Process Safety Incidents** A. Kayode Coker,2024-06-08

Ludwig s Applied Process Design for Chemical and Petrochemical Plants Incorporating Process Safety Incidents Fifth Edition Volume One is ever evolving and provides improved techniques and fundamental design methodologies to guide the practicing engineer in designing process equipment and applying chemical processes to properly detailed hardware Like its predecessor this new edition continues to present updated information for achieving optimum operational and process conditions and avoiding problems caused by inadequate sizing and lack of internally detailed hardware The volume provides both fundamental theories where applicable and direct application of these theories to applied equations essential in the design effort This approach in presenting design information is essential for troubleshooting process equipment and in executing system performance analysis Volume 1 covers process planning flow sheeting scheduling cost estimation economic factors physical properties of liquids and gases fluid flow mixing of liquids mechanical separations process safety pressure relieving devices metallurgy and corrosion and process optimization The book builds upon Ludwig s classic text to further enhance its use as a chemical engineering process design manual of methods and proven fundamentals This new edition includes new content on three phase separation ejectors and mechanical vacuum systems process safety management HAZOP and hazard analyses and optimization of chemical process blending Provides improved design manual for methods and proven fundamentals of process design with related data and charts Covers a complete range of basic day to day petrochemical operation topics Extensively revised with new materials on Non Newtonian fluids homogeneous and heterogeneous flow and pressure drop ejectors phase separation metallurgy and corrosion and optimization of chemical process blending Presents many examples using Honeywell UniSim Design software developed and executable computer programs and Excel spreadsheet programs Includes case studies of process safety incidents guidance for troubleshooting and checklists Includes Software of Conversion Table and 40 process data sheets in excel format

Action of the governors under 39 U.S.C., section 3625, and suporting record in the matter of postal rate and fee increases, 1971 United States. Postal Rate Commission,1972 **Justice of the Peace and Local**

Government Review ,1852 Handbook of Pricing Research in Marketing Vithala R. Rao,2009 Pricing is an essential aspect of the marketing mix for brands and products Further pricing research in marketing is interdisciplinary utilizing economic and psychological concepts with special emphasis on measurement and estimation This unique Handbook provides current knowledge of pricing in a single authoritative volume and brings together new cutting edge research by established marketing scholars on a range of topics in the area The environment in which pricing decisions and transactions are implemented has changed dramatically mainly due to the advent of the Internet and the practices of advance selling and yield management Over the years marketing scholars have incorporated developments in game theory and microeconomics behavioral decision theory psychological and social dimensions and newer market mechanisms of auctions in their contributions to pricing research These chapters specifically written for this Handbook cover these various developments and concepts as applied to tackling pricing problems Academics and doctoral students in marketing and applied economics as well as pricing focused business practitioners and consultants will appreciate the state of the art research herein **The Complete Cost-keeper** Horace Lucian Arnold,1903

Resume Template Ai Overview Price Book Review: Unveiling the Power of Words

In a global driven by information and connectivity, the ability of words has become more evident than ever. They have the ability to inspire, provoke, and ignite change. Such may be the essence of the book **Resume Template Ai Overview Price**, a literary masterpiece that delves deep into the significance of words and their impact on our lives. Published by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book's key themes, examine its writing style, and analyze its overall impact on readers.

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