

# MIA TAYLOR

Division President

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## PROFESSIONAL SUMMARY

Visionary executive with over a decade of experience driving operational excellence and strategic growth in competitive markets. Proven ability to lead cross-functional teams, enhance profitability, and cultivate lasting client relationships. Committed to fostering innovation and delivering measurable results through effective leadership and strategic planning.

## WORK EXPERIENCE

**Division President** Apr / 2018-Ongoing  
**Quantum Solutions LLC** Phoenix, AZ

- Elevated to President due to a proven track record of enhancing strategic positioning and exceeding performance targets.
- Recruited and developed high-performing teams, implementing effective training programs to optimize sales processes.
- Secured organizational commitment to pivot towards larger strategic opportunities, despite extended sales cycles.
- Oversaw daily operations encompassing Sales, Service, Administration, Marketing, and Customer Development.
- Directed enterprise-level office technology and network infrastructure outsourcing initiatives.
- Served as a key representative for leading manufacturers, enhancing partnerships and market presence.
- Managed annual planning, budget development, sales forecasting, and market analysis to drive strategic direction.

**Division President** Apr / 2015-Apr / 2018  
**Summit Peak Industries** Denver, CO

- Led marketing solutions for prominent brands including Canon, HP, Lexmark, and Samsung.
- Addressed challenges of turnover, declining sales, and profitability within the division.
- Focused on expanding into Print for Pay and larger corporate opportunities in a competitive graphics technology landscape.
- Promoted to leadership due to extensive industry experience and prior success in various marketing roles.
- Directed all operational aspects of the division, ensuring alignment with strategic goals.
- Implemented strategic planning initiatives, team development, and customer base analysis to drive growth.

## EDUCATION

**Master of Business Administration** Apr / 2012-Apr / 2015  
**University of Chicago** Denver, CO

Focused on strategic management and leadership.

## SKILLS



## ACHIEVEMENTS

- Transformed underperforming division, increasing revenue by 30% within two years.
- Implemented a new sales strategy that boosted customer retention rates by 25%.
- Led cross-functional teams to achieve a 15% reduction in operational costs.