

JON B. SMITH

981 Rhinestone Lane • Dayton, OH 45315 • (937) 918-1875

CHIEF EXECUTIVE OFFICER • BUSINESS DEVELOPMENT & BUSINESS VISIONARY • EXTENSIVE KNOWLEDGE OF AVIATION INDUSTRY • NATIONAL & INTERNATIONAL MARKETS

Manage the sales, marketing, operations, management, and overall growth of a multimillion-dollar airline. Focus on improving business processes, streamlining operations, and increasing bottom-line revenues and efficiencies. Active executive board member with extensive industry contacts.



Direct complete internal functions for a high-volume aviation operation — oversee business steering, customer relationship building and retention, business growth, and developing new revenue channels through the integration of new client services. Advise executive teams and shareholder on changing industry competitive service positioning, resource planning, and international operations, while identifying lateral and horizontal expansion efforts and partnerships. Comfortable building sales and constructing a portfolio of strong relationships and attractive volumes of sales from a business overall public brand and image; managed on-going marketing plan for continued business growth.

**** This resume helped the client secure a new position in approx. 6 weeks.**

RESUME to REFERRAL

"The Place for Success, Direction, and Knowledge ... power to the jobseeker!"

STRONG & ACCOMPLISHED LEADER • CORPORATE STRATEGIST

PROFESSIONAL CAREER

PRESIDENT; EVP/INTERIM PRESIDENT [2004-2006] • CONFIDENTIAL • 2006 – PRESENT

Head a \$600MM worldwide operation that services cargo transportation needs of commercial, industrial, and military clients, such as Department of Defense, US Air Force, UPS, and Hellman's World Wide, across 20 world-wide locations. Manage and steer the daily functions for an estimated 450 direct and indirect employees supporting cargo transportation, finance/accounting, equipment/operations maintenance, and business development/marketing/ sales. Negotiate 7- and 8-figure contracts, outlining contract terms accordingly. Serve as lead point-of-contact relative to customer relationship building and management (CRM). Develop new airline service lines and further leverage the airline's brand to increase utilization and build sales. Lead the development of strategic marketing/market share expansion efforts, and internal management changes to support short- and long-term business growth. Chair the Safety Review Board.

- ❑ **Oversee a yearly \$50MM capital expenditure budget.** Monitor overall growth agendas in tandem with operational costs, continuously identifying areas to propose improvements without affecting efficiency and bottom-line revenues. *Reduced cut capital costs by 15%, as well as, operating costs by 8% in 2009.*
- ❑ **Led business growth initiatives by diversifying the customer base and improving utilization. Improved net revenues per aircraft by 16% since 2006.**
- ❑ **Identified a changing market and the need to diversify the company's existing client base, which resulted in the proposal and integration of a new China route.** Shifted customer focus from 80% government to 65% — increased net revenue per aircraft by 16%
- ❑ **Key member of the management review committee assigned with negotiating terms with the ALPA.** Analyze and direct the revision of salary structures and work rules in response to union negotiations and economic realities (still in negotiations).
- ❑ **Meet with financial reps/lenders to discuss syndicate financing and asset financing opportunities.** Present in-depth analysis and reporting on the financial "health" of the company. Outline proposed growth initiatives and forecast financials to investors.
- ❑ **Audit internal management teams and processes to identify areas for staff restructuring — saved costs by eliminating non-productive staff.** Focus on productivity relative to internal departments, including operations, cargo handling, sales, accounting, information technology, and so on.

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Page Two

(Professional Experience, cont'd)

- ❑ **Secured top contracts throughout tenure; i.e. China-to-USA bi-lateral route and a non asset-based DOD "Theater Express."**

PRESIDENT • CONFIDENTIAL • 1995 – 2005

Consulted with the Board of Directors on business vision, value addition, and planning for business development initiatives, collaborating and communicating with employees to ensure strong teamwork and focus while pursuing overall goals. Managed 32 locations with the assistance of 15 direct-report senior managers and 40 managers — combined staff of 3,200. Monitored and reported on a multimillion-dollar P&L, as well as, departmental budgeting and overhead expenditures. Conducted comparative analyses that involved research and interpretation of internal functions for additional process improvements and lean operations measures. Led high-volume human resources; i.e. talent recruitment, hiring, training, coaching, and delegation of tasks — ensured HR staff selected employees who shared the same vision for success.

- ❑ **Grew revenue from \$37MM to \$145MM annually [391% increase] by leading the restructuring and heading the effective training of the sales team.** Integrated an aggressive, multi-prong sales program that rejuvenated account development, client retention, relationship building, and account growth.
- ❑ **Negotiated cost-effective commercial and government contracts, including domestic, integrated and foreign carrier and cargo operations.** Increased profits by 5% over total revenue; grew revenue ~16% per year.
- ❑ **Leveraged the use of third-party service providers, including British Airways, Singapore Airlines, Lufthansa, Korean Airways, and Air France.**
- ❑ **Produced extensive achievements in this position, including:**
 - ✓ *Integrated new services and acquisitions*
 - ✓ *Maintained a non-union status over the 10-year timeframe*
 - ✓ *Increased operations of USPS government account*
 - ✓ *Reduced capital expenditures and overhead expenses; i.e. cut payroll by 5%*

OLDER WORK HISTORY:

Vice-Chairman/President • Confidential • 1995 – 2003

Executive Vice President, Oregon • Confidential • 1994 – 1995

Vice President of Operations, Eastern Region • Confidential • 1993 – 1994

Regional Director, Eastern Region • Confidential • 1992 – 1993

EXECUTIVE BOARD PARTICIPATION & PROFESSIONAL MEMBERSHIPS

Board Member, Dayton International Aviation • 2010 – present

Board Member, National Air Carriers Association (NACA) • 2010 – present

Trustee, The International Air Cargo Association • 2007 – present

Board Member, Air Transport Association (ATA) • 2007 – present

Member, National Defense Transportation Association (NDTA)

Member, International Society of Transport Aircraft Trading (ISTAT)

AWARDS

Company Management, Leadership and Marketing Awards