

## Examples of Core Competencies for The Million Dollar Resume

You'll notice that some of these competencies repeat. That's because I'm the common denominator in the charts. As discussed before, I would never use a competency on a resume unless it were an absolute perfect fit. You shouldn't either. To claim a competency, it's important to have demonstrated the behavior repeatedly. None are listed simply because they sound neat.

### Commercial Real Estate Executive, Fortune 500

Proven Finance & Capital Raising Talents	Respected & Praised by Clients & Colleagues
Experienced Portfolio Manager / General Manager	Concise, Engaged Communicator
Ultimate Team Player & Collaborator	Inspiring Leader, Lifts Team Performance

### Licensed Professional Geologist, Fortune 500

Unconventional Field Development	US Onshore & Gulf of Mexico Geology
Geosteering	SEC Reserves Classifications & Reporting
Cross-Functional Collaboration and Teamwork	Workplace Productivity Champion

### Vice President Information Technology, Fortune 500

Global Information Technology Strategy	Information Security / Sarbanes-Oxley
Business Process Optimization	Mergers & Acquisitions
Contract Negotiations, Project Management	International Management Experience
SAP, Oracle, Siebel, WAN, ISO 17799	e-Commerce, Collaboration

### Physician Consultant in Clinical Quality Improvement

Strategic Thinker. Innovative. - "Outside the Box"	Engaged, Dynamic, Passionate
Authentic, Inspiring, Engaging Leader	Excellent communicator + Public speaking
Critical Thinker, Problem Solver + "Gets Things Done"	Strategic Partnerships + Community Leadership
Builds Strong Relationships + Inspires Commitment	Committed to Improving Care for Patients

### CEO, Medical Device Manufacturing

Strategic Thinker and Market Innovator	Internal and External Conflict Resolution
Aligning Products/Services to the Market	Operationalize & Implement New Programs
Metric and Results-Oriented	Effective From Entry-Level to CEO or Boards

### Digital Marketing and eCommerce Leader, Fortune 500

P&L Responsibility to \$1B	Strategic Thinker. Critical Thinker. Problem Solver.
Authentic Leader + Developer of Talent	Futuristic / Innovative + Inspiring
Change Agent + Strong Record of Execution	Consistent Performance + Results
Partnerships + Collaboration	Excellent communicator + Public speaking

### Client Relations Account Executive

Sales and Client Services	Strategic Partnership & Relationship Builder
Strategic Client Reporting & ROI Analysis	Track Record as Top Revenue Producer
Contract Management & Negotiation Skills	Turnaround for Troubled Accounts
Organizational Systems Development	Interdisciplinary Team Leadership

### Senior Global Innovation & Program Executive, Fortune 500

Strategic Planning & Development	Interdisciplinary Team Leadership
Brand Power Through Social Innovation	Public Partnership & Relationship Building
Strategic Storytelling	Maximizing Public Engagement

### Corporate Consultant and Leadership Coach

Gallup Strengths-based Coach	Leadership Development Facilitator
Teambuilding Facilitator	Strategic Planning Facilitator
People-focused Change Management	JIT Team Effectiveness Solutions
Experiential Learning Activities	Individual and Team Coaching

### Profitability and Operations Leader

P&L Responsibility with High Profitability	High-stakes Negotiator
Planning / Strategy / Execution	Turnaround / Change Agent
Recruit, Develop, and Build Talent	Organizational Crisis & Conflict Resolution
Critical Thinker / Outside-the-Box Problem Solver	Charismatic Public Speaker & Presenter

### Healthcare Strategy and Marketing Leader, Fortune 500

Strategic Relationships & Partnerships	Market Growth and Expansion
New Product and Service Innovation	Win/Win Contract Negotiations
National Speaker/Presenter	Lean and Quality Initiatives

### Project Manager in Environmental Science and Alternative Energy

14 Years in Environmental & Energy Industry	Maximizing Productivity/Profitability of Teams
Inspire Innovation and Motivation	Build Partnerships and Drive Alignment
Design and Startup of Complex Projects	Data acquisition, analysis, integration, integrity
Budgeting, Forecasting, Strategic Positioning	Champion of Inclusion and Empowerment

### Senior Human Resources Generalist, \$3B

- ◆ Organizational Design, Recruiting, Training and Development, Succession Planning
- ◆ Acquisitions and Integrations
- ◆ Benefits design and management, Compensation, Wages
- ◆ Global/Domestic Human Resource strategic planning and implementation
- ◆ Labor and Employee Relations, Communications
- ◆ Quality Improvement Processes, Self-Directed Work Teams

### Senior Sales Management Leader, Fortune 1000

Sales Responsibility to \$70MM	Strategic Thinker. Critical Thinker. Problem Solver.
Sales Organization Turnaround	Futuristic / Innovative and Inspiring
Diversity Recruiter and Developer of Talent	Consistent Performance + Results
Strategic Partnerships + Collaboration	SaaS / Data Selling / New Technology Rollouts

### Scientist with a Sales & Marketing Focus

Natural Leader, Developer & Mentor of Talent	Innovative Scientist / Continuous Improvement
Strategies to Drive Productivity & Profit	Operational Excellence
Change Agent + Strong Record of Execution	Planning & Long-Term Strategies
Innovation – “Outside the Box”	Excellent communicator + Public speaking

### Authentic Leader – Operations and Human Resources, Fortune 500

Multi-unit P&L Responsibility to \$675M	Lead large groups (to 10 Direct, 3,500 Indirect)
Human Resources, Labor, Employee Relations	Authentic Leader, Developer, Motivator of Talent
Turnaround of Team / Talent / Operations	Consistently high results
Strategies to Drive Financial / Operational Results	Strategic Thinker. Critical Thinker. Problem Solver.