# First Last Name

City, State Zip Code

Phone Number

[Email](mailto:Parlajacob@gmail.com) Address

**Professional Summary**

Driven professional with 20 years of leading industry expertise in founding numerous companies in domestic and international marketplaces. Facilitator and builder of world-class technology management and products development teams, with specialty in both start-up and scaled growth stages. Proven fundraising and networking skills, building fruitful partnerships with hundreds of clients and delivering multimillion-dollar bottom-line growth.

# ACHIEVEMENTS

* Grew Century Industries revenue from $6 million to $10 million and personnel from 50 to 250.
* Expanded market share for Industries Inc. data access service from 30 percent to 45 percent over a two year period, increasing profit margins by 40 percent with higher quality services.
* Founded Cloud One with two other co-founders with high profitable exit.

# CORE COMPETENCIES

|  |  |  |
| --- | --- | --- |
| * Company Management | * Leadership & Team Building | * Client Outreach |
| * Capital Raising | * Market Insights | * Research & Development |
| * Strategic Oversight | * Sales Development | * Budget Management |
| * Product Development | * Public Relations | * Negotiation |

# PROFESSIONAL EXPERIENCE

Organization/Institution – *Location, Billet/Title* Month 2016 - Present

Provided visionary leadership for $10.5 million Technology Company offering cloud-based Platform as a Service (PaaS) for natural gas industry in the Midwest.

* Determined strategic direction and spearhead technological integration for array of services platforms to ease database burdens on labor intensive gas companies.
* Led long-range planning with industry leaders, product management, and software development processes.
* Oversaw web browser, mobile app, terminal emulator technical development.

*Key Achievements:*

* Presented field demonstration for products and connected with natural gas executives in North Dakota, Colorado, Oklahoma and Texas, resulting in high sales and 30 percent command of market share in three years.
* Crew personnel from 50 to 250 and delivered revenue growth from $6 million to 10.4 million.

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**EDUCATION AND TRAINING**

MA. Education Administration, School – Location, 2019

**Advanced Leadership and Management Course**, School – Location, 2015