

Laurence Rene Rio

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Executive Summary

Highly experienced management professional with a strong background in strategic consulting, project management, and web development. Proven track record of implementing change to improve business performance, optimize operations, and train managers in a variety of industry sectors. Skilled in web design and development with demonstrated success in increasing visitor engagement. Seeking opportunities to leverage my expertise to drive continuous improvement and excellence.

Core Competencies

- **Management Consulting:** Expert in instigating and implementing changes to improve business performance, reduce waste, and optimize operations. Proficient in training and coaching managers to foster a results-oriented and problem-solving mindset.
- **Strategic Management:** Experienced in hierarchical, project, and functional management. Demonstrated success in coordinating and motivating teams, managing multi-disciplinary projects, and controlling large budgets.
- **Sales and Marketing:** Proficient in customer portfolio development, improving customer relations, and conducting marketing studies.
- **Web Design and Development:** Skilled in designing, developing, and managing websites. Expertise in optimizing websites for organic search, with proven results in increasing visitor engagement.

Professional Experience

Management Consultant, *EARTH PARTNERSHIP INC*, New York, NY (2005 - 2013)

- Led management and strategy consulting projects as a subcontractor.
- Notable project: Slashed operating costs from 15% to 50% in various industry sectors.

Webmaster, *Self-Employed* (2005 - 2013)

- Designed, developed, and managed over 30 websites.
- Increased the number of unique visitors from 0 to 610K per month over a 4-year period.

Project Manager, *GFI CONSULTING SA*, Issy Les Moulineaux, France (2002 - 2003)

- Conducted change management and contract assistance projects as a consultant.

Project Manager, *AGAMUS CONSULT GmbH*, Paris, France (2000 - 2001)

- Managed performance improvement projects as a consultant.

Sales Administration Manager, *DHL FRANCE SA*, Villepinte, France (1995 - 1998)

- Managed the sales administration department and interdisciplinary projects.
- Absorbed a 22% per year increase in the workload while reducing personnel by 10%.

Sales and Logistics Controller, Management Controller, Business Analyst, PIRELLI Group, Milan, Italy (1990 - 1995)

- Controlled budgets and activity, consolidated and controlled 6 subsidiaries, and coordinated IT-logistics system implementation.

Research Officer, GEODIS GROUP, Paris, France (1987 - 1990)

- Conducted finance, strategy, and management studies for a logistics corporation.

Junior Consultant, PAR SA (DELOITTE Consulting Group), Neuilly, France (1985 - 1986)

- Served as a consultant to improve client companies' operational performances.

Education

Bachelor of Arts (Economics), University of Texas, Austin, TX (1983)

Continuous Professional Development

- Ongoing training in computer tools, project management, team management, production and logistics planning, sales forecast, sales techniques, financial consolidation (1984 - 2014)

Languages

- Bilingual in French
- Conversational Spanish

Technical Proficiency

- **Office Software:** MS Office Suite, OpenOffice Suite, Lotus Suite
- **Database Management:** MySQL, Oracle, Business Object, AS400 Query, Access, Filemaker Pro
- **Web Design:** PHP, HTML, Javascript, Action Script, Dreamweaver, Flash, Photoshop, LAMP, and WAMP platforms
- **Software Design:** Merise, Casewise, Oracle Forms
- **Project Planning:** MS Project, PSN, ARTEMIS
- **ERP Systems:** AMS (logistics), SAP (logistics, finance, production), Sage (logistics).