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CAN sample Exit Summary

The challenge is that candidate has twice been employed by two employers; one is now his current employer. So the presentation of his work history presented a special challenge; a traditional chronological format was not a good option for the resume. Equally challenging was his explanation for making career moves. The candidate wanted to break-out of his traditional areas of expertise (technology and training) to include process improvement and business development:

EXIT SUMMARY

I've been fortunate to have had a very rewarding career. I've tackled difficult problems with small entrepreneurial environments as well as larger nation-wide organizations.

I've brought significant value to each situation -- the proof of this is illustrated by employers who have recruited me to return to their organizations – on more than one occasion.

Each of these moves provided me with richer challenges, more difficult problems to solve, and greater compensation. Each move helped me advance my career, and strengthened skills that I will be able to apply to future challenges.

I am now interested in broadening my experience beyond these organizations – building new relationships, and working within a different environment. My strengths are positive leadership, development of process-driven procedures, cost-control, effective budgeting, and building relationships with new and existing customers.

My education and track record of success have prepared me for this emphasis on operational leadership.

SAVE these paragraphs if asked about your specific moves, e.g. open-ended or specific question about University of Phoenix and ASI. (too much detail for a summary)

For Univ. of Phoenix: I was recruited back to help stabilize a volatile environment. I needed to rebuild the productivity of a large department that had recently unionized. I helped negotiate the labor contracts, I built more accountability into our procedures, and I brought spending under control. Overall, a far more positive work ethic developed as a result of my leadership.

For ASI: I was asked to return to help strengthen a new product in the marketplace. I was required to change the focus of the development group, improve outreach to our customers, and build new contacts with potential customers. I had successfully helped ASI with an earlier product line, and they recruited me back to help with this new product.