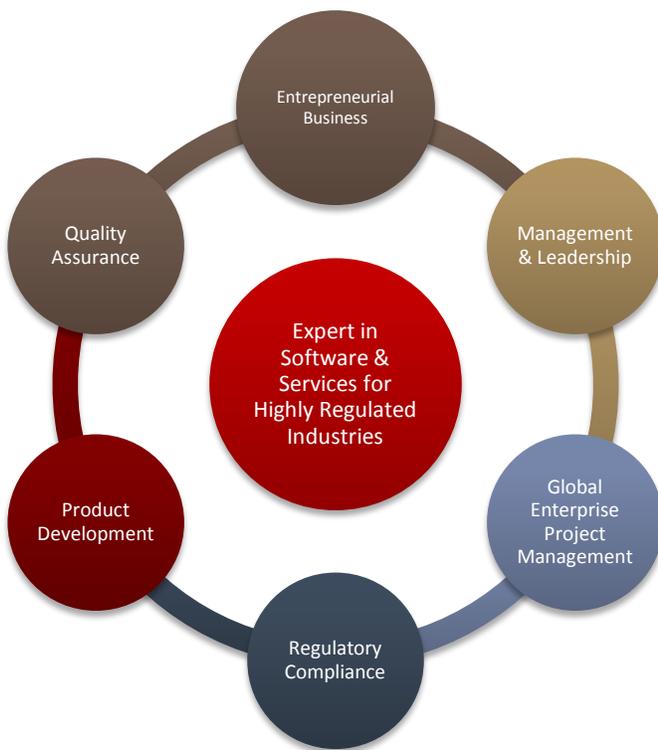


MICHAEL KENNEY

20+ YEARS OF EXPERTISE IN SOFTWARE
& SERVICES DELIVERED TO THE
PHARMACEUTICAL MARKET

michael@email.net ■ www.linkedin.com/in/mikekenney
Seattle, WA 03978 ■ 888-888-8888

- ➔ Broad background and skill set that draws on a rare and valuable mix of business, management, and scientific experiences. Leverage uncommonly strong domain expertise to project a consummate sense of credibility and authority that has had an immeasurably positive impact on business development and growth.
- ➔ Bring deep strategic thought and an entrepreneurial spirit to every endeavor, contributing to proven track record building and leading successful and innovative high-tech companies.
- ➔ Skillfully translate technical requirements into a streamlined and pragmatic approach that gets the job done whether that is the design and implementation of a new product, enterprise-level implementation of paradigm-shifting new technology, leadership of multidisciplinary teams, or building customer confidence and closing multimillion-dollar deals.



SUCCESS BY THE NUMBERS

Business Growth & Development

- ✓ Teamed in growing startup to \$13 million
- ✓ Negotiated \$35 million acquisition
- ✓ Closed 99% of all competitively challenged large, enterprise deals
- ✓ Seized and held more than 70% of the market
- ✓ Drove success of 2 innovative product lines

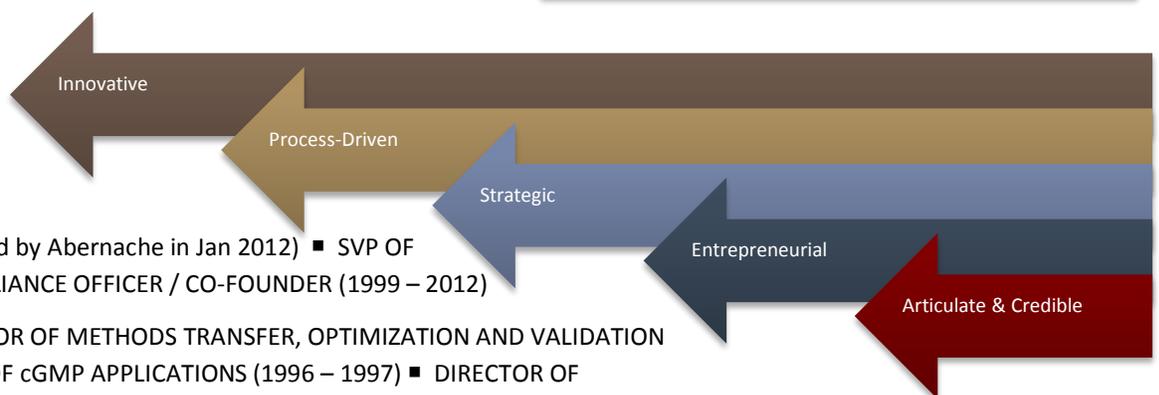
Compliance & Productivity Improvements

- ✓ Passed 100% of customer Software Quality Assessment Audits
- ✓ Developed product that cut pharma lab review costs 50+% and delivered 25+% average overall cost savings
- ✓ Reduced time to validate 40+%

Abenache, Inc. (now Patel, a division of Pluskota Systems) ■ SENIOR DIRECTOR, PRESALES / PROFESSIONAL SERVICES (2012 –2014)

Poppel Corporation (acquired by Abernache in Jan 2012) ■ SVP OF OPERATIONS / CHIEF COMPLIANCE OFFICER / CO-FOUNDER (1999 – 2012)

Shah Corporation ■ DIRECTOR OF METHODS TRANSFER, OPTIMIZATION AND VALIDATION (1997 – 1999) ■ DIRECTOR OF cGMP APPLICATIONS (1996 – 1997) ■ DIRECTOR OF CONSULTING (1993 – 1996)



Earlier career includes additional progressive roles with Shah as well as scientific QA positions with Tamsen Pharmaceutical. Bachelor of Science, Chemistry ■ Boston University

...Comprehensive Executive Résumé Available....

Dear Professional, Executive, or Aspiring Executive:

100kCareerMarketing.com is the culmination of nearly 20 years of successful experience. During this time, I have been privileged to work with thousands of executives, professionals, and leaders all across the U.S. and worldwide in developing their resumes and other career marketing documents.

I formed 100kCareerMarketing.com because of my ongoing dedication and commitment to delivering unparalleled service and quality to my clients. As demand for my services as an executive resume writer and career marketing strategist grew to far exceed the time available, a new model for delivery of my services to you was essential. 100kCareerMarketing.com was born of that need and it provides me with a way to deliver dedicated, personal attention to a *very select number of clients* - no more than 20 clients per year (approximately one person every 2 weeks).



Today, 100kCareerMarketing.com is the ONLY way to work with me one-on-one.

That's right. Because it takes time, collaboration, and intense attention to quality and detail to create truly compelling, powerful, results-generating executive career marketing portfolios, I make certain that I give you – and you exclusively – all of the time and attention you need.

I work with a VERY SELECT base of no more than 20 clients per year. When you hire me you benefit from not only my preeminent experience and expertise but from my exclusive, personal attention focused *only* on you and the creation of your career marketing portfolio. I would be honored to work with you. But my schedule fills up *very* quickly, so if you are ready, please reserve your spot today. Of course, if you have any questions, I will be happy to answer them. Just send a quick email or give my office a call.

I also invite you to book a personal 45-minute consultation with me, to go over your resume and job search concerns one-on-one, discuss the strategies I would use in writing your resume, answer your questions, and benefit from my recommendations. Although I charge for the consultation (\$155), you have nothing to lose! If you book a consultation and then decide to proceed with my services I will give you a full \$300.00 discount on my VIP executive services.

<https://vip-intro-consultation.youcanbook.me/>

I look forward to meeting with you and hope we have the chance to work together.

Sincerely,

- Michelle

Please note that although this document has been carefully edited to preserve the anonymity of my client, this example was created for a real client. The strategies used in the résumé were devised specifically for this client, to address unique aspects of this individual's professional history. While the document is protected by United States Copyright law and copying of any or all of the document is strictly forbidden, doing so would not be in your best interest for other reasons. The best and most effective resumes promote your authentic personal brand and unique value proposition, and the content, design, structure, and formatting strategies are derived from these. It will be my honor to work with you to create YOUR executive career marketing portfolio. Please visit my website at www.100kcareermarketing.com and then book your introductory consultation with me at <https://vip-intro-consultation.youcanbook.me/>