

Donald Parsons

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Management/Operations/Automation/Logistics

- Overview** Ten years of successful management and leadership experience with a reputation for meeting the most challenging organizational goals and objectives. A pragmatic and focused individual recognized for “making seemingly impossible situations work.” A proven and VERIFIABLE record of:
- Producing higher performance standards and enhancing productivity **during a period of shrinking budgets.**
 - Automating departments. As head of the Resources Department for a 14,000 personnel installation, automated major control system, increasing the effective resource utilization rate from 46% to 97.6% in less than 12 months. This resulted in a cost savings of over \$101 million.
 - Controlling growth management - **able to motivate and maximize productivity and employee morale without financial incentives.** Took a division with the lowest performance level (out of 54 divisions) and improved to #1 ranking in less than 12 months.
 - **Developing and implementing highly successful strategic plans (short and long term).** Established inventory/purchasing control systems that gained accountability for millions of dollars in equipment, thus reducing inventory purchases by \$1.1 million.

Professional Experience

United States Army, November 2003 – November 2013

CAPTAIN - Completed 10-year career with the U.S. Army. Gained upper-level manager status. Participated in the complete revitalization and overhaul of the U.S. Military in general - and the U.S. Army specifically.

An active participant in the swift/forceful turnaround of the armed forces that led to the U.S. victory in Operation Desert Shield. Part of the management team that proved the military could be managed like a well-tuned corporate machine (same size as Exxon Corp.). A successful record for managing complex organizations, supervising thousands of people through hundreds of line-management personnel, responsible for millions of dollars in assets. Specific duties and achievements include:

- Management:** Led the Army's largest armor company consisting of 14 tanks, 10 APCs, an Engineer Squad and Maintenance Platoon. Managed testings of 14 high-tech, multimillion-dollar products that, in less than 12 months, went from conception to production. These systems were highly instrumental in the success of the Desert Shield operation. Upgraded training curriculum and methods, cross-trained personnel in job duties resulting in lower supervision requirements and a significant cost savings in overtime.
- Operations & Logistics:** Was the primary logistical advisor to the Commander for 250 men, responsible for \$25 million of equipment. Managed a \$719,000 budget. Responsible for controlling the procurement of durable and expendable items under the budget. A recognized expert in planning and executing complex operations with 100% accuracy and success, including the scheduling and movement of thousands of personnel and the timely transfer of millions of dollars worth of equipment to support and maintain operations.
- Automation & Cost Control:** Managed and automated the Resource Department on a 14,000-person installation responsible for budgets, materials, and resources. Improved the effective resource utilization rate from 46% to 97.6% in less than 12 months, saving more than \$101 million in cost with no change in personnel. A highly skilled technical individual, computer literate, able to maximize Management Information Systems to increase profitability.
- Training & Development:** Spent the last two years as an Assistant Professor of Military Science (Pine Tree University, Cleveland, Mississippi). Redesigned comprehensive management training program, (regarded by superiors as the "most aggressive training program within the Brigade"), resulting in subordinates' excelling in all evaluated areas. Developed programs comprising 67 qualifications skills, 19 professional education subjects, and on the job training - leadership curriculum.

Education

Oak Wood University, Athens, Ohio

BACHELOR OF SCIENCE DEGREE

Business Management

- **Combined Armed Services Staff School**, Leavenworth, Kansas
Effective Management, Public Speaking, and Briefings.
- **Company Leaders Course**, Monterey, California
Management, Leadership, and Administrative Procedures.
- **Officers' Advanced Management Level Course**, Ft. Knox, Kentucky, Advanced Leadership, Management, and Problem Solving Analysis.
- **Motor Officers' School**, Ft. Knox, Kentucky
Equipment Maintenance, Management, and Record Keeping.