

## ORIGINAL RESUME

Dalton Harding  
123 Main Street Chicago, Illinois  
237-469-0531  
d\_harding@mailbox.com

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### Summary

Innovative business executive with extensive experience in solutions based organizations. Extensive top and bottom line experience and track record of revenue and operating income growth.

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### Areas of Expertise

- Operations Management
  - New Product Launch
  - Sales Management
  - Financial Management
  - Service Management
  - Human Resource/ Compensation Management
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### Experience

Innovative Solutions (Chicago) 2003-Present

***Area Vice President***

Functionally the CEO of Chicago for Innovative Solutions. I currently have operations, sales, service, human resources and finance reporting to me. I enjoy responsibility for a 90 million dollar revenue budget and a 12.6 million dollar bottom line objective along with 650 employees.

- Grew sales 10% year over year the last 3 fiscal years
- Lowered turnover from 54% to a company best 18%.
- Launched and placed the first IRC 7000 placements in the company.
- Increased service contribution from 44% to 51% while increasing customer satisfaction.

Innovative Solutions (Arcola) 1998-2003

***Area Vice President***

Functionally the CEO of Arcola for Innovative Solutions. I had operations, sales, service, human resources and finance reporting to me. I enjoyed responsibility for a 75 million dollar revenue budget and a 11.3 million dollar bottom line objective along with 510 employees

- Took 3 Area's and an acquired VAR into one functional profitable entity for the organization
- When I was given responsibility for the VAR it was contributing (8%) and in one year enjoyed a 4% positive contribution.
- Increased revenue per employee 18%.
- Increased contribution 14%.

Innovative Solutions 1994-1998

**Director of Sales**

***Reorganized and redirected a large, problem-ridden sales organization and restored balance and revenue growth.***

Managed thirteen branches with \$31 million net revenue 115 sales professionals. Responsible for total branch performance