



AVIK BANERJEE

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Nonprofit & Startup Project Manager

Courageously innovative and community-focused professional with a history of building operational rigor and facilitating new ventures to delight customers and meet emerging needs. Trusted and respected project leader known for deep engagement, empathetic communication and development of inclusive team cultures. Growth-minded individual practicing self-awareness, exploring personal transformation and contributing to humanity's evolution of consciousness.

Head & Heart Leadership

Technical Skills

Project Management • Process Improvement • Reporting
Business Development • Operations Management • Scaling
Six Sigma • Agile Methodologies • Scrum • Kanban • KPIs



People Skills

Empathy • Curiosity • Compassion • Platinum Rule In-Action
Team Building • Cross-Functional Collaboration • JV Leadership
Mindfulness (Meditation, Qigong, Breathwork) • Consciousness

"Avik has consistently increased his level of contribution and knowledge of the business. He is a team player, expanding cooperation and helping wherever it is needed." – Samantha P., Global Operations Director

Professional Experience

TECNOLOGIA • Orlando, FL • 2010 to Present

\$95 billion, Fortune 500 technology company with 23,000 global employees.

Operations Program Manager (2015 to Present)

Advance diverse and complex strategic initiatives of \$2 billion business line through creative and consistent program leadership. Guide cross-company and cross-functional teams to achieve aggressive revenue and margin objectives. Build documentation, tracking and visualization tools to enhance executive stakeholder advocacy. Manage global business relationships.

- Enabled 900% sales growth by fostering team innovation and efficiently executing projects for new product features.
- Cultivated and matured 3 key company partnerships that facilitated global transformation efforts.
- Proactively developed project tracking system that improved team's action closure rate by 15%.



Strengthened relationships, increased collaboration, elevated personal consciousness and enhanced team wellbeing.

Multivendor Portfolio Manager (2010 to 2015)

Developed and managed 100+ company partner contracts. Guided new customers through operationalization and ensured smooth transition to customer success teams for post-sale support. Directed and expanded flagship alliance, managing 25+ workstreams and ensuring optimal project prioritization. Empowered executive leaders and sales team members by producing impactful business intelligence delivered through presentations, dashboards and reports.

- Rescued struggling global program by leveraging efficiency methodologies and project management technology.
- Facilitated creative discussions about future service offerings across multiple workstreams and disparate organizations. Advanced SaaS and IoT opportunities that delivered scalable and differentiated solutions within industry ecosystem.
- Constructed 5 highly valued information repositories and housed them within established knowledge bases to provide users with rapid access to needed resources.



Leveraged entrepreneurial spirit and servant leadership to foster significant program change and team harmony.



RACUNALO • Miami, FL • 2005 to 2010

\$25 million, privately held, imaging and printing company with 2,500+ employees.

National Accounts Lifecycle Manager

Managed entire sales lifecycle for company solutions, from scope definition to planning, implementation and customer success. Identified, qualified and closed new accounts. Developed and analyzed quantitative reports on 8,000+ contracted devices.

- Led 350+ successful product implementations and maintained 98% contract renewal rate.
- Collaboratively produced documentation knowledge base used companywide, enabling rapid retrieval of standardized agreements and delivery documents.
- Demonstrated exceptional adaptability by fulfilling diverse roles and leading highly varied projects in a fast-paced and ambiguous environment. Facilitated key changes across accounting, sales and customer service processes.



Influenced company's communication cadence and transparency disposition through professional values and conduct.

Education & Professional Development

TECNOLOGIA • Leadership Training Courses

TECNOLOGIA • Project Management Methods (Agile, Scrum, Prioritization)

TECNOLOGIA • Lean Six Sigma – Green Belt Certification

FLORIDA STATE UNIVERSITY • Bachelor of Business Administration – Accounting | Minor – Cultural Studies | Minor – Financial Planning • Inter-Fraternity Council President & Board Member

Personal Development

SPIRITUAL ARTS INSTITUTE • Metaphysical Training Program

DR. FRANCE CAMPBELL • Personal Coaching

UDEMY • Qigong Movement, Breathing & Medication Course

CLASS CENTRAL • Evolution of Consciousness Course

Community Engagement

THE ARC • Project Volunteer

MEETING ELDERLY NEEDS ASSOCIATION • Project Volunteer

ASPCA • Food Drive Volunteer

RACUNALO • Founder – Annual Community Fitness & Fun Event

“Avik is both a deep thinker and one of the most approachable guys I’ve ever had the pleasure of knowing... He is creative, driven and dedicated to self-improvement... He also provides extremely valuable and unique insights...which impacted me and many others very much.” – James B., Startup Company President



Resume Summary

Avik had grown tired of corporate politics and shareholder-driven decision making and he was ready to make the transition from high-tech companies to a humanity-focused nonprofit or startup organization. His previous resume appealed to massive, profit-driven corporations, so we needed to develop a document that would interest smaller, mission-driven employers. It was important to Avik to leverage his strong project management skills in an operational role where he could impact the global evolution of consciousness.

We wanted to convey his professional competencies and level of experience, but the primary focus of the resume needed to shift toward soft skills and mindfulness. In analyzing Avik's potential value to this type of employer, we realized that it was his unique combination of hard skills, soft skills and passion for the cause that would set him apart. This led to the development of a "head and heart leadership" section on page one and a custom logo used throughout the document.

Honoring the divergent yet balancing nature of hard and soft skills, I felt the inclusion of the "yin yang" symbol between Avik's "technical skills" and "people skills" sections was appropriate. This symbol expresses the idea that even when two things seem contradictory, they can be complementary. It is also a commonly referenced visual in mindfulness circles, which would foster familiarity.

To ensure a hiring manager would understand Avik's full capabilities, I edified his employers, provided a concise role description for each position and incorporated his most relevant and impactful business accomplishments. I then balanced this technical acumen with human-centered achievements by creating a bold, cyan-blue box behind white text and placing the "head and heart" logo adjacently. This design choice entices a reader to digest these key points as part of their initial screening and connect all the "head and heart" elements across the document.

Additionally, we added a "personal development" section to spotlight his relevant individual studies and sprinkled colleague quotes on both pages to elevate credibility.

A softer color palette was used to align with the graphic design choices made by many of his target employers. Most of their logos incorporated pastel colors and a couple of deeper highlights.

Target role keywords have been naturally worked into the resume content to optimize electronic screening success while maintaining intrigue and interest for human reviewers.