

# TIM MURPHY

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GAME-CHANGING BUSINESS STRATEGIST

Chief Operations Officer (COO) / Operating Partner / Board of Directors (BOD)

Quick to identify untapped opportunities that enable stunning organizational turnarounds and drive millions in revenue. Respected for stopping ineffective practices and progressing executive boards/teams beyond their comfort zones to achieve unprecedented results. Highly ethical and passionate about creating success for all stakeholders through deliberative decision-making. Valued for building and coaching top-performing teams with a clear vision and a servant-leader mentality.

## TOP CAREER HIGHLIGHTS

- Drove multimillion-dollar revenue boost with nearly 100% margin.
- Grew aircraft fleet from 40 to 82 in 18 months and transformed \$6 million FBO.
- Developed innovative, popular products for Fortune 500 companies.
- Led teams of 450+ and achieved 100% client retention during corporate restructure.

## EXECUTIVE CONSULTATION

**FLY GUY CONSULTING SERVICES, Dayton, Ohio**

**09/2016 to Present**

*Trusted consulting practice offering compliance support, project management, and advisory services to businesses worldwide.*

**Principal:** Provide global perspective, change management, and service excellence while redefining corporate cultures of diverse clients. Hold interim executive roles and serve on boards/committees. Spark profound client improvements in key business areas:

- Operational Effectiveness
- Enterprise Risk Management
- Organizational Restructuring
- Financial Modeling
- Staff Training
- Vendor Selection
- Business Turnarounds
- Industry Best Practices
- Aircraft Acquisitions
- Audit Preparation
- Market Strategy
- Regulatory Compliance

### Client Wins

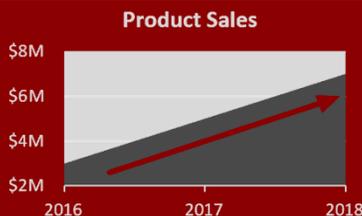
- **Restructured client's agreements to optimize aircraft use, reduce cost, and eliminate frustrations** from last-minute flight changes and cancellations. Implemented a Part 91 structure that retained the safety benefits of operating under Part 135.
- **Dramatically reduced client's administrative workload and simplified logistics** by automating the reservation system.

**CANDY COMPANY, Dayton, Ohio**

**09/2016 to Present**

*Multimillion-dollar family business that produces high-quality snacks and confections for national distribution.*

**Consultant / Interim Executive Vice President:** Drive remarkable business transformation and maximize retail sales by launching new products and revitalizing the brand. Enhance operational performance, product roadmap development, and marketing strategy. Established all processes and standard operating procedures (SOPs) for this completely undocumented business.



- **Grew product sales from \$3 million to \$7 million** by opening national distribution channels and expanding product portfolio 200%+.
- **Created \$2 million brand with distribution through Wegmans and Amazon.** Tapped into fast-growing organic/natural market.
- **Positioned company to sell products to Fortune 100 retailers** by obtaining BRC Food Safety Certification. Easily passed BRC audits by building a compliance-focused culture.

## CAREER SUCCESS

**ABC PRIVATE JETS, Dayton, Ohio**

**02/2005 to 06/2019**

*Formerly Elite Business Jets, this subsidiary of ABC Airlines operates a fleet of 82 private jet aircraft.*

**Vice President of Operations, 05/2015 to 08/2016:** Advised top executives and the Board of Directors of ABC Airlines as a trusted subject matter expert (SME). Recruited high-level leaders and developed world-class talent. Led and motivated 5 executive directors and 450 indirect reports to peak performance levels while controlling the \$6 million ABC Private Jet Center P&L.

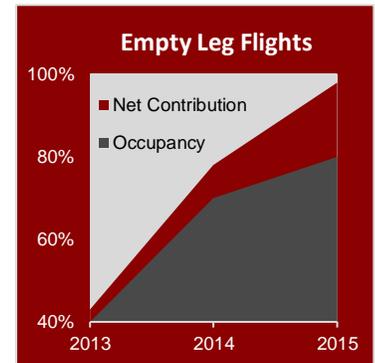
**Groundbreaking Innovation:** Opened new revenue stream and dedicated fleet opportunity; targeted high-net-worth individuals who don't own airplanes, delivered incentives to purchase aircraft, and managed jets for 5 years in exchange for no fixed cost and free flight time. Focused on client needs and fulfilled each contract specification.

- **Grew aircraft fleet from 40 to 82 airplanes in 18 months with \$0 capital investment.**

## ABC PRIVATE JETS | Continued:

**Executive Director of Operations, 04/2013 to 05/2015:** Significantly improved the customer experience while streamlining operations and overseeing aircraft functions. Spearheaded large-scale procurement initiatives and managed complex projects across the enterprise, consistently producing deliverables on time and within budget. Maintained company's operating certificate as the designated FAA Agent for Service. Managed \$130+ million expense budget and team of 80 cross-functional employees.

- **Boosted annual revenue \$2+ million, with nearly 100% net contribution**, and increased occupancy rates by partnering with various organizations to fill empty-leg flights.
- **Drove continuous process improvement** by adding/monitoring key performance indicators (KPIs) for operational efficiency, risk management, and customer service.
- **Garnered substantial press coverage and increased brand visibility** by co-authoring the business patent for the "Upgrade to Private Jet Travel" program, which enabled the capture of revenue on empty leg flights and enhanced brand loyalty.
- **Developed strategy to ensure continued operations in the wake of pilot shortages** while upholding high safety standards. Partnered with top aeronautical universities to develop intensive ab-initio training in structured, regimented environments.



**Managing Director of Fleet Programs and Procurement, 10/2011 to 04/2013:** Directed Aircraft Management Program and the company's fixed-base operator (FBO). Drove revenue growth and operational excellence. Championed transparency and personal accountability to enhance safety, risk management, and team performance. Supervised 5 direct reports, 30 indirect reports, and a \$50+ million annual procurement budget.

- **Beat market renewal averages by 35%** after successful program marketing and negotiating unique aircraft hull/liability insurance policy that enabled long-term savings through multi-year renewals.
- **Spearheaded \$27+ million fuel purchase** and set continuous improvement standards to outperform industry benchmarks.

**FBO Transformation:** Turned around underperforming business unit by instilling a culture of operational and service excellence. Modernized facility and purchased new equipment. Rebuilt staff and refined organizational structure.

- **Grew margin 180% in 12 months and reduced overall costs 10%** by renegotiating supplier agreements.
- **Successfully completed \$300,000 facility refresh** with new signage, uniforms, furnishings, and training programs.
- **SkYROCKETED retention rate** by improving internal efficiency, increasing base salaries, and providing servant leadership.

**Director of Procurement, 01/2010 to 09/2011:** Built procurement department from the ground up, established evaluation procedures for purchases, and streamlined the contract review process. Minimized costs and maximized value throughout the organization by employing the best purchasing/procurement strategies. Optimized finance functions and found cost-effective alternatives.

- **Saved \$500,000** by forging and leveraging strong relationships with key suppliers/vendors; opened bulk purchasing options.
- **Strengthened supplier base** by instituting vendor evaluation methods and supplier approval criteria.

**Director of Flight Control, 02/2005 to 12/2009:** Steered multidisciplinary team of 25 employees while leading 24/7/365 Flight Control Center across 3 locations. Quickly resolved problems while optimizing charter sales, flight logistics, dispatch operations, crew scheduling, equipment maintenance, aircraft appearance/availability, technical systems, and customer service. Boosted client satisfaction levels through the effective delivery of each product line; demonstrated uncompromising attention to detail. Ensured full compliance with federal regulations.

## EDUCATION & CREDENTIALS

**Master of Business Administration (MBA)** | CORNELL UNIVERSITY, Ithaca, New York  
**Bachelor of Science (BSc) in Professional Aeronautics** | EMBRY-RIDDLE AERONAUTICAL UNIVERSITY, Online Campus  
**Licensed Commercial Pilot**

## COMMITTEES & ASSOCIATIONS

**Current Member of National Business Aviation Association (NBAA)**  
*Former Member of NBAA's Domestic Operations Standing Committee and Insurance Standing Committee*

## **Résumé Strategy**

Although Tim spent the vast majority of his considerable executive career growing an enviable reputation as the national authority on building private jet businesses, he was up for all new opportunities.

After ending a long career tenure at a private jet company in 2016 to pursue consulting work, Tim further enhanced his reputation by providing executive advice for private aviation companies. While doing so, he was tapped by his own family to run their national candy business. In this capacity, he oversaw business development, rebuilt operations, and introduced hot new products for distribution through Fortune 100 retailers.

While Tim is primarily interested in the aviation industry, he is really up for many different opportunities. Therefore I wanted to make the introduction industry agnostic while showing that he was available for operational executive roles, BOD opportunities, operating partnerships, or as stated in his current position, interim C-suite positions.

I wanted the design to be memorable and sophisticated in a way that did not expose my client to ageism. I added a subliminal image in the headers to further hint at my client's interest in joining new executive boards.