Nathaniel B. Perkins II MBA

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# Summary

My work on the Zones of Influence has been peer-reviewed and published. I have also won over 2.2 billion dollars worth of contracts and RFP’s and planned large-scale events such as the People’s Charity Gala. I have been in charge of teams of over 50, and my work as a Director for many different organizations has led to me improving my proficiency in staffing, hiring, and interviewing.

# Highlights

* Project management HR
* Non-Profit Management Business Development
* Staffing/recruiting Budget Management

# Experience

**Director of Operations and Market Development** December 2022 to Ongoing

**Whitestone Industries-** Irvine, CA

During my time with the company, I have participated in a company acquisition and a reorganization of company staff. My efforts in project coordination, operations, hr, and business development have led to the establishment of a new department, increased revenue sources, over $200 million in revenue through contracts and RFP’s, and process overhaul that has reduced cost by 12% and increased revenue by 17%.

**Regional Director of Carrier Relations** July 2019 to December 2022

**C. H. Robinson/Zuum-** Irvine, CA

I have won many RFP’s with large companies including a 2 billion dollar contract with Home Depot. My duties include managing all carrier accounts on the East Coast, directing a team of over 50 employees, problem-solving for products/services, training new team members, budgeting and negotiating payments on shipments, and rolling out new company policies in my department.

**Senior Resources Manager** May 2011 to June 2019

**All Choice Realty**- Cypress, CA

I was tasked with management of the properties, employee health insurance plans, and staffings. During my time with the company, I conducted hundreds of interviews and hired, trained, and managed dozens of staff.I also set company objectives, relayed pricing information, and observed market trends. During which I have conducted many market and employee evaluations, which increased revenue and productivity.

# Contract Work

**Consultation Services**

Through my consultation practice, I have helped companies such as Portillo’s Restaurants, Careful Security, RiseHyre, Umo, Fresh Water, and The Boiling Crab devise new customer acquisition strategies, create marketing channels, reinvent internal processes, and increase new channel revenue by up to 26% while reducing operation costs by up to 38%.

# Education

**Organizational Leadership, Cal State Fullerton** - Fullerton, CA, United States

*MBA in Business Administration: Organizational Leadership* May 2023 My work on the Zones of Influence has been peer-reviewed and published. I facilitated CSUF’s Spring concert, increased profit margin by 7% quarterly for Portillo’s, and developed WBSs for large-scale projects. I was the Director of Recruitment in multiple clubs on campus. I also helped start a Fullerton chapter of Enactus, tasked with creating sustainable community outreach programs.