# Shawn Collins

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**Military Veteran – United States Navy Operations, Project, and Process Leadership**

**Operations, Project, and Process Leadership**

**Executive Manager with a Master of Business Administration, specialized in Healthcare Management, and extensive experience in leadership, business development, and innovation.** Proven ability to manage high-performing teams, implement cost-saving initiatives, and support entrepreneurial ventures. Strong military and civilian leadership background complemented by a solid foundation in business management.

**Technical/Language Proficiencies**

Microsoft Office (Word, Excel, Outlook, Access, and PowerPoint), SolidWorks, MatLab

## Professional Experience:

## Maine Business Consulting Services

* **Business Development Manager**, 2021-2023

Collaborated with multiple executive level professionals to provide business services to new and existing businesses. Development of six businesses in conjunction with the organizations consulting services.

* **Managed account development, marketing, operations, and strategy** for the business development process.
* **Performed market research on competitors for clients in addition to the organization** for industry trends and market competition.
* Created successful business plans for multiple clients that resulted in **over $500k+ in loan approvals** for **property, equipment, and other expenses.**
* Conducted extensive **market research, financial analysis, and strategic planning** to provide clients with tailored recommendations, resulting in successful loan applications and investment decisions.
* **Demonstrated exceptional communication and negotiation skills** to effectively present business plans to potential lenders, earning client trust and satisfaction while generating repeat business.

## NCTS Hampton Roads

* **Maintenance Department Manager**, 2015-2017

Leveraged strong operational leadership, business leadership, and people management skills to oversee, lead, and manage all aspects of maintenance operations/department.

* **Provided leadership, direction, and mentorship to a department of 40 personnel**; empowered staff to meet and exceed performance goals.
* **Saved $400K+, decreasing expenses by 20% and increasing the bottom-line** by planning and implementing preventative safety initiatives.

## USS Curtis Wilbur

* **Supervisor Communications Division, 2010-2015**

Operational strategist and visionary providing policy, guidance, and associated training for a multifaceted and hardworking staff while supervising the division. Managed safety inspections, inventory, and all records.

* **Generated significant cost savings, including $1M+ in cost-**reduction through troubleshooting and updating procedures and 5% in the quarterly budget by executing an inventory and fiscal overhaul.
* **Provided strategic leadership, training, and direction** **to a team of 60+** personnel to ensure operational/program readiness.

**education**

**Bachelor of Science in Small Business Administration**, 2019-2021

University of Maine- Augusta, Maine

**Bachelor of Science in Engineering**, 2020-Present (85 credits toward degree)

University of Maine- Bangor, Maine

**mASTERs OF BUSINESS ADMINISTRATION**, 2020-2022

Walden University- Minneapolis, Minnesota

**Military experience**

United States Navy

**Awards & Recognition**

Navy/Marine Corps Achievement Medal | Joint Meritorious Unit Award

Good Conduct Service Medal x2 | Humanitarian Service Medal

Sea Service Deployment Ribbon x5 | Navy and Marine Corps Overseas Service Ribbon x5