

DIRECTOR OF OPERATIONS

**CROSS-FUNCTIONAL LEADERSHIP | BUSINESS DEVELOPMENT | PROCESS IMPROVEMENT
PORTFOLIO OVERSIGHT | PROJECT MANAGEMENT | CHANGE MANAGEMENT**

Transformative business leader, driver of major growth, and strategic turnaround agent leveraging in-depth experience in conducting operational leadership. Execute high-level operational analysis to uncover areas for corrective actions as well as process and quality improvements, resulting in business continuity, organizational effectiveness and seamless operations. Steer resources to most productive uses to create maximum value for company's stakeholders and to achieve revenue gains. Ensure employee satisfaction and engagement to boost productivity, work ethic and retention. Interested in upward mobility and senior leadership responsibility with a transferable skill set applicable to diverse industries.

PROFESSIONAL OVERVIEW

NEW YORK METS, PORT ST. LUCIE, FL

Director of Minor League Operations (2018 – Present)

Exercise collaborative and cross-functional leadership acumen in partnership with executive management while overseeing a \$20M+ annual budget. Perform contract administration, minor league roster transactions maintenance as well as enforcement of Major and Minor League Baseball rules and regulations.

- ▶ **Act as the primary point-of-contact**, go-to resource and key liaison between departments including media relations, finance, HR, legal and marketing departments. Determine prioritization of organizational objectives.
- ▶ **Prove vital to mission-critical decision making** for both players and team development planning via metric and statistical analysis as well as organizational and performance evaluations.
- ▶ **Contribute to elevating the quality and caliber** of the team by conducting negotiations of minor league free agent signings.
- ▶ **Assess operations and identify opportunities** for corrective actions as well as process improvements to promote team and workforce optimization and enhanced operational efficiencies.
- ▶ **Assess and evaluate 250+ players** and 80 staff members to determine effectiveness and team value. Simultaneously implement new policies and procedures while overseeing a multimillion-dollar budget with attention to cost-efficiencies during resource allocation.

Manager of St. Lucie Operations (2015 – 2017)

Directed, coached, trained and mentored ten baseball operations personnel while collaborating with directors on steering full-phase player development system. Collaborated with the VP and Assistant GM in driving strategic vision for domestic and international operations.

- ▶ **Negotiated and signed Minor League free agents** and sold players' rights to various leagues for optimal levels of profitability.
- ▶ **Administrative oversight** of all complex major events including Minor League Spring Training and other major events.
- ▶ **Negotiated placement** for all New York Mets minor league players on off-season foreign leagues rosters.

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Coordinator of International Operations (2013 - 2014)

Ensured smooth operations of international players by overseeing the International Player Work Visas' process and acting as a chaperone for International Players at events and meetings.

- ▶ **Orchestrated travel for players and staff** from the states to the Academy in the Dominican Republic for high-profile events such as the Dominican Summer League and the Dominican Instructional League.
- ▶ **Utilized bilingual fluency** to serve as an interpreter for Latin American players during on-field and off-field instruction.
- ▶ **Acquired industry-wide recognition** for collaborating with consultants and the Director of Latin American operations to forge the ESL and education program. Positioned program to become one of the most respected initiatives in Major League baseball.

Previous Experience:

Florida Complex Administrator (2006 – 2012) & **Intern** (2005)

EDUCATION & ADVANCED CREDENTIALS**Bachelor of Science, Business Administration with Emphasis in Finance**

NEW YORK INSTITUTE OF TECHNOLOGY

Cum Laude / Intercollegiate Athlete (Baseball) / New York Collegiate Athletic Conference All-Academic Team / Dean's List of Distinguished Students

SKILLS

Bilingual: Fluent both written and verbal - English and Spanish

Microsoft Office Suite

Experience with financial reporting software including Adaptive Insights, ADP, Chrome River and Workday