

DINORAH HUMER

General Manager

dinorah.humer@gmail.com

(209) 772-0983

1234 Polar Lane, Anchorage, AK 99501



PROFILE

Results-driven General Manager with 5 years of experience in driving operational excellence, maximizing profits, and spearheading innovative strategies. Proven track record of enhancing business efficiency, streamlining processes, and fostering high-performance teams. Skilled in financial management, customer service, and strategic planning. Committed to continuous improvement and maintaining strong relationships with key stakeholders. Demonstrated ability to adapt to changing business environments and deliver consistent results.

LINKS

[linkedin.com/in/dinorahhumer](https://www.linkedin.com/in/dinorahhumer)

SKILLS

Decision-making

Leadership

Budgeting

Negotiation

Time-management

Microsoft Excel

Conflict resolution

LANGUAGES

English

Mandarin

EMPLOYMENT HISTORY

● General Manager at GCI Communications, AK

Apr 2023 - Present

- Successfully increased annual revenue by 15% within two years, resulting in an additional \$10 million in sales for GCI Communications, AK, by implementing new sales strategies and expanding the customer base.
- Streamlined operational processes, leading to a 25% reduction in overhead costs and a subsequent increase in net profit margin by 8%, through optimizing resource allocation and eliminating inefficiencies.
- Spearheaded the launch of a new product line that generated over \$5 million in revenue within its first year, by identifying market opportunities, collaborating with cross-functional teams, and executing a targeted marketing campaign.

● Assistant General Manager at Arctic Slope Regional Corporation, AK

Aug 2018 - Feb 2023

- Successfully increased operational efficiency by 15% through the implementation of new management strategies and optimization of resource allocation, resulting in a \$500,000 annual cost saving for Arctic Slope Regional Corporation.
- Secured new business contracts worth over \$1 million by leading a team of sales representatives and fostering strong relationships with key industry partners, contributing to a 12% growth in annual revenue.
- Streamlined the supply chain process, reducing lead times by 20% and improving the overall inventory turnover ratio by 25%, leading to an additional savings of \$300,000 annually.
- Spearheaded employee development initiatives, resulting in a 10% increase in employee retention rates and an overall improvement in workplace satisfaction, boosting company morale and productivity.

EDUCATION

Master of Business Administration (MBA) at University of Alaska Anchorage, AK

Aug 2014 - May 2018

Relevant Coursework: Financial Management, Marketing Strategy, Operations Management, Business Analytics, Organizational Behavior, Human Resources Management, Entrepreneurship, Global Business, and Strategic Management.

CERTIFICATES

Project Management Professional (PMP)