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RESUME

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Resume ID: 44191915 **Resume Headline:** Director PMO with MBA and track record for process improvement

STRENGTHS

Strategic - "sort through the clutter and find the best route...cannot be taught"
Maximizer - "transforming something strong into something superb...is...thrilling"
Ideation - "a new perspective on familiar challenges"
Futuristic - "see in detail what the future might hold"
Connectedness - "we are part of something larger"
from Gallup Strengths "Now, Discover Your Strengths" by Buckingham and Clifton
Full description of test results at www.1Ricci.com/ideas/LRicciStrengths.pdf

CAPABILITIES

Innovative and results-oriented
Develop strategy to win contracts, with 85 percent success rate
Promulgate methods – Total dollars won by professionals trained by Ricci now exceed \$2 Billion.
Define successful process, test theory, install training to institutionalize system, measure results. TOTE

PROJECT MANAGEMENT

Analyzes product and formulates market plans. Analyzes capabilities of current staff and designs programs to accommodate corporate culture.

Result:

Agency changed requirements when provided information which illustrated the benefits of allowing our non-compliant proposal to qualify for consideration. Contract was awarded for \$1.2 million, rather than previous \$200k cap.

Advisor to the President for corporate development. Member Board of Directors.

Formulated vertical marketing program to capture new business.

Result:

Quickly became a player in a new arena. When agency staff were asked for a list of firms, they recommended our firm with "They do all that kind of work around here." However, no contracts had yet been won nor performed. Created urgent need for services by increasing visibility in the industry and within the community through a series of speeches before industry groups and weekly television appearances.

IDENTIFY NEW OPPORTUNITIES

Senior management wanted dissolution of ad-hoc projects led by a renegade team. Ricci analyzed their projects and recommended value-added pricing rather than hourly charge rates for this new product line, plus an immediate communication campaign.

Result:

Profit margins of this line are quadruple all other product lines. Competitors discovered the opportunity 10 months later and complained, "You've made yourselves the KLEENEX™ of food process plant sludge."

IMPLEMENTATION

Design programs for implementation within constraints

Result:

Built a new team that won over \$750 million over 4 years for a \$300 million per annum firm. This team consistently wins over 85 percent of the targets they seek.

Manage complex tasks concurrently, under competing demands, with concurrent deadlines.

Result:

Used and taught methodologies, management techniques, and client expectation management to my teams. Critical Path Method (CPM) scheduling used to allocate resources.

MANAGEMENT AND FINANCE

Forecast \$16 million annual sales, administered \$800,000 annual budget.

Built support network servicing 26 offices for International Corporation.

Endows teams with proactive grasp on Total Quality Management.

TRAINING

Identified needs, originated and produced process systems to replicate success. Over 20 workshops and mini-courses developed and presented.

ACCOMPLISHMENTS OF INTEREST

SUMMARY[^BACK TO TOP](#)

Desired Salary/Wage: 110,000.00 USD Per Year

Current Career Level: Executive (SVP, VP, Department Head, etc)

Years of relevant work experience: 10+ to 15 Years

Date of Availability: Within one month

Work Status: US - I am authorized to work in this country for any employer.

Target Job: **Desired Job Type:** Employee
Temporary/Contract/ProjectTemporary/Contract/Project

Desired Status: Full-Time

Target Company: **Company Size:** No Preference

Target Locations: **Selected Locations:** US-WI-Madison
US-WI-Milwaukee

Relocate: No

Willingness to travel: Up to 25% travel

Education:

1/1984	Golden Gate University	US-CA-San Francisco
Master's Degree		
Named Outstanding Graduate of my class. Real Estate Development and finance were my course majors. graduated cum laude		
5/1978	Drake University Law School	IA-Des Moines
Professional		
Completed Contracts and Property I and II. Left Law School when my husband was transferred to the West Coast.		
6/1977	Southern Illinois University at Edwardsville	US-IL-Edwardsville
Bachelor's Degree		
Self-supporting 100% Student Body President my senior year Majored in Business, Sociology and Social Work. Member of the Dean's College, Magna Cum Laude.		

Experience:

10/1998 - Present	1Ricci LLC	Milwaukee, WI
Principal Consultant		
Change agent for technical firms and management consultant to US Army. Capture goals, identify "What's Working," design system, incorporate "What's Working, test process, train system, endow team to continuously improve.		
9/2001 - 8/2003	University of Wisconsin	Milwaukee, WI
Senior Program Developer for Research Funding		

Identified funding opportunities, recruited faculty researchers, sold programs to federal funding agencies and coached teams to win collaborative programs. Established a team of support staff to develop research proposals with faculty. Two year contract.

9/1992 - 10/1998 Radian International (now URS) Austin, Texas
Marketing Director

Recruited to establish a marketing structure to compete in the complex sales environment. Raised hit rate from 43 to 72 percent, trained a team of 26 professionals around the world to work collaboratively on strategy and proposal execution, changed average contract size from \$50,000 to over \$5 million. The team I trained now runs all proposals for URS, winning several billion in new contracts each year.

10/1989 - 9/1992 Nolte and Associates Sacramento, CA
Marketing Manager

First marketing manager for this firm. Established marketing and sales department and trained staff in seven offices to work together apart. Team I trained continued to move the firm forward in their primary markets for 13 years after my departure.

2/1988 - 12/1988 American River Hospital Sacramento, CA
Foundation Director

Recruited to establish a new foundation for a community hospital. The hospital was sold shortly after we prepared our capital campaign.

6/1986 - 1/1988 Sacramento Union Sacramento, CA
Newspaper Editor

Recruited to turn around Real Estate section and return to profitability and increase readership. Increased size of section from 12 to 36 while doubling ad coverage. Oversaw sales promotions and designed editorial coverage to attract readership. Awarded the prestigious Natalie Parrish Award by the BIASC for greatest contribution to the Home Building industry by a non-member of the industry.

6/1979 - 6/1986 Laura Ricci and Associates Sacramento, CA
Realtor and Broker

Licensed Real Estate Broker specializing in Urban in-fill new home construction sales. Named Salesperson of the Year and confirmed with \$1 million award Sammie Awards four years running.

I'm Finished