

Paul Walter 10687 Walmer Lane, Overland Park, KS 66212 (913) 649-7268 E-MAIL walterpete@hotmail.com

Summary of Qualifications

Experienced take charge manager in International, Domestic, Large and Small business. History of Customer service; Customer satisfaction. MBA from the American Graduate School of International Management

**Experienced Manager
Projections / Budgeting
Strategic Planing**

**Client Satisfaction
JIT Inventories
Financial Analysis**

**MBA, Thunderbird
BS Business, KU
Pilot, CSEL**

Professional Experience

- 1988-2003 Macaw Prints, Inc. Olathe, KS
- Managed Sales, Office and Factory personnel; hire, fire, scheduling, benefits, wages.
 - Developed computerized scheduling system, for two shifts, for multiple task, machines and personnel (Excel).
 - Initialized computerized tracking systems, for estimating, costing, and work in progress (Graphitech).
 - Managed Mac and IBM prepress systems from design to plate (Quark, Illustrator, Photoshop and MS Word).
 - Increased sales from \$0 to \$3.5 million by personally selling, adding sales staff, mergers and marketing.
 - Developed new products for the company and customers, including sign programs and just in time Inventories.
 - Budgeting, with variable sales projections, capital purchases and historical cost analysis (Excel).
- 1985-1988 First Union Bank Tampa, FL
- Opened and managed the Tampa International Department, developing a new market, training new employees.
 - Bought / sold foreign exchange for importer, exporters and the tourist trade (developed local system for branches).
 - Wrote and negotiated Letters of Credit (Domestic and International), trained new personnel in LOC negotiation.
 - Worked with Commercial officers to establish new accounts and sell International banking services.
 - Established and maintained relationships with local freight forwarders, member Tampa Bay Pilots Club.
- 1981-1985 First Interstate Bank Miami, FL
- Wrote and negotiated international letters of credit. (translating English to Spanish or Spanish to English)
 - Responsible for correspondent banks, wire transfers, foreign exchange, and negotiation of letters of credit
 - Recommended Country credit limits based on my financial analysis of country economic statistics and political risk.
 - Recommended Corporate credit limits based on my financial analysis of corporate financial statements.
 - Insured political and commercial risk with the Export-Import Bank, responsible for documentation of transactions.
 - Chosen for banks internal credit and financial analysis training in 1982, in Los Angeles headquarters, graduated.

EDUCATION

- Master of Business Administration 1979-1981 American Graduate School of International Management
Glendale, AZ 1979-1980 University of Guadalajara, Guadalajara, Mexico Graduate work for Thunderbird
- BS Business Administration 1975-1978 University of Kansas, Lawrence, KS 1979-1979 University of Costa
Rica, San Jose, Costa Rica Undergraduate work for the University of Kansas
- American Institute of Banking, Principles of Banking (Olathe, KS) & Letters of Credit (Miami, FL).

PERSONAL

Conversational Spanish. Licensed Insurance Agent, Commercial, IFR-rated pilot, SEL, Mechanically Inclined
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