

Michael W. McDonald

15 Michael Lane
Windsor, CT 06095
860-916-6902

To whom it may concern,

With a combination of formal education and over 15 years of corporate level experience in a full range of business, leadership and project management roles, I would be an asset to the City of Palm Coast in the City Manager's position.

In addition to having held a number of senior executive positions in multi-million dollar organizations, I have also built a business of my own from the ground up. I have grown strong, international companies and have prepared their internal personnel for larger roles both inside and outside the organizations. I have extensive training and program development experience. My achievements include successfully implementing technical programs and processes throughout the country, putting together and leading teams with specific objectives to maintain and grow customer relationships, and preparing and training people in all aspects of leadership, management and business practices.

I have also served in public office for a total of 10 years, closely collaborating with our Town Manager to make tremendous improvements to the Town of Windsor. One of our greatest achievements was helping craft 4 years of zero tax increase budgets for the Town.

My business skills and political experience would make me the perfect choice for your City Manager.

I've attached my resume for your review and would appreciate the chance to meet with you in person to further discuss my qualifications.

I look forward to hearing from you.

Mike McDonald

MICHAEL W. McDONALD

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Senior executive with demonstrated accomplishments in finance, planning, mergers, acquisitions, consolidations, community service. Comprehensive experience and success overseeing and growing organizations. Leadership style fosters teamwork while developing the individual.

Experience:

CT Small Business Development Center

Bristol, CT

Helping new startups and existing companies to grow by advising them on access to capital, business planning, sales and marketing, mergers/acquisitions and succession planning.

Business Advisor

July 2017-Present

- Advise clients on accessing capital, growing their business, sales and marketing, debt reconsolidation, mergers and acquisitions
- Developed curriculum and taught four-part classes on how to start a business and how to grow an existing business
- Represent CTSBDC at conferences

Paramount Security, Inc.

Miami, FL

Full service security organization concentrating on providing protection for retail, entertainment, banking, health care, commercial and residential industries across the United States and Canada.

President

August 2007-Jan 2018

- Oversaw and managed company restructuring
- Developed new sales goals and operational policies and procedures
- Responsible for strategic decision making and implementation of sales strategies for large potential clients
- Oversaw all mergers and acquisitions
- Expanded branch offices from one in FL to CA, CT, NV, NJ, GA, WA, IL
- Held eight state licenses
- Reviewed and negotiated all company service contracts
- Negotiated and signed 150 sub-contractors to help service customers in 48 states and Canada
- Responsible for overall Profit/Loss budgeting
- Spearheaded security officer tracking system, which monitored hundreds of employees

SOS Security Incorporated

Hartford, CT

National/International security service company concentrating in protection of retail, pharmaceutical, banking, entertainment and commercial/residential properties.

Regional Director/Senior Vice President, National Services

January 2004-August 2007

Regional Vice President

July 2003

Regional Manager

February 2002-July 2003

- Responsible for 25 million in annual revenue, profit, loss, sales, marketing, operations, client services for CT, MA, RI, CA, AZ, NV, TX
- Responsible for contract negotiations, training, customer service, and auditing of all subcontractors across the United States, Puerto Rico, and Canada

Experience (cont.):

Command Security Corporation Hartford, CT
National/International security service company concentrating in protection of retail, pharmaceutical, banking, entertainment, commercial/residential properties.

Appointed Director, National Services Group *December 2000-February 2002*
Assistant Director, National Services Group *January 1999- December 2000*

- Responsible for contract negotiations, training, and auditing of all subcontractors across the United States and Europe
- Developed and implemented security services at schools nationwide

Administrative Assistant *September 1995- May 1998*

- Assisted in office duties and client relations

Security Officer *May 1995-August 1995*

- Uniformed officer protecting Phoenix Mutual Buildings in Enfield, CT
- Worked as a clerk in Hartford office

Education:

Liberty University, Doctor of Strategic Leadership Lynchburg, Va
Beginning Jan 2019

Liberty University, Master of Divinity/Leadership Lynchburg, VA
2018

University of Connecticut, Bachelor of Arts Storrs, CT
Major: Political Science/Law & American Gov. 1999

Activities:

CT Secretary of the State, Intern Summer 1998

Windsor, CT Youth Commission, Member & Vice Chairman 1998-2001

Windsor, CT Housing Code Commission, Member 2000-2001

Windsor, CT Assessment Appeals Board, Alternate Member 2000-2001

Windsor, CT Board of Education, Board Member 2001-2005

Windsor, CT Town Council, Councilor 2005-2007 & 2009-2013

Windsor, CT Education Foundation 2007-2009

Certifications:

Certified Business Advisor
Growth Wheel
Profit Mastery