

Michael O'Toole

President

BUILDING AND STRENGTHENING CORE CAPABILITY TO DRIVE GROWTH AND DELIVER
SUSTAINABLE VALUE

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Dear Executive Hiring Manager,

I am reaching out to you in conducting a search for opportunities as President / Chief Operating Officer within the food and beverage manufacturing industry. Having previously operated as a Business Unit President, I have a proven track record of integrating the end-to-end supply chain across different functions in creating a customer centric culture and leading with purpose. Experienced at engaging and building a high performing leadership team connected to a shared vision, I am well positioned to serve your clients in scaling their operations and developing their business to work closely with their customers.

My career history demonstrates my outstanding communication and leadership skills as well as my reputation for being organized and dependable. My qualification, passion, and energy allow me to approach each role with dedication and enthusiasm while maintaining balance with the organization's core mission.

A sample of my key strengths is given below:

- In-depth experience developing strategies, long term business plans, annual budgets and developing objectives at all levels to ensure desired outcomes and coaching performance.
- Skilled in owning P&L for the business line, driving cost optimization, and managing a range of internal and external stakeholders.
- Real-world leadership experience working cross-functionally on integrated business planning systems.
- Expert in researching and analyzing opportunities to differentiate and improve the supply chain, embed sustainability, and developing strong relationships with customers and suppliers.

Consistently, my contributions have included resolving challenges on internal and external, strategic, and tactical levels. It would be my pleasure to discuss the opportunity further as well as my capabilities in supporting and developing the operational excellence of your clients. In the meantime, thank you for your consideration.

Sincerely,

Michael O'Toole