

CARROL WAYNE (C.W.) PORTER

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Midland, TX 79707

SKILLS

- Experienced & proven record in resolving internal and external business challenges.
- Adaptive communication skill.
- Proven success in project management, software and process improvement in verticals and matrix organizations with an international scope.
- Transferable skills include technology literacy, high organizational habits, accounting and book keeping, finance, lean business practices, management.
- Active golfer and outdoor enthusiast with a winning business background and demonstrated commitment to business communities at the local, regional and global level.

PROFESSIONAL SUMMARY

Accomplished business executive recognized for producing growth and cultivating success. Forward thinking, customer-centric business leader with a proven record of generating and building relationships, managing projects from concept to completion, designing training strategies, and coaching individuals to success.

Experienced in integrating operational strategies, building partnerships and developing processes while lowering costs in a sustainable manner. Skilled in developing creative strategies, services, marketing and developing road-maps for solutions without losing the heritage of a brand.

EXPERIENCE

CEO/PRESIDENT

Amera Travel Network International
Midland, TX
September 2005 - July 2020

Travel Coordinator, Sep 2005 - May 2007

- Qualify and Close Leads via internal/external distribution methods utilizing optimal travel products along with expert destination knowledge as a means to tailor, entice and convert such inquiries into closed sales/revenue with a long term objective of managing the client through the sales cycle year after year or as demanded.
- Utilize versatility and efficiency in individual and team capability to maximize simultaneous capacity to effectively meet and exceed monthly revenue quotas in order to benefit the business and agents alike while remaining committed to providing quality products, service and overall travel experience(s) to ensure repeat business.

Manager, May 2007 - August 2009

- Development and Implementation of operational strategy, internal information systems through design of new and optimization of existing processes and systems in order to maximize organizational performance across all business functions. Utilized shared directives to promote consistent and frequent reporting of vital qualitative and quantitative data

THESIS PROJECTS

Strategic Management:

Business Plan and

Commercialization Strategy for the Ghost Company which was introducing a product utilizing disruptive technology and design in the oil/gas industry. Product installed into battery storage tanks using buoyancy features to adjust with changing levels of oil in order to capture flash gas within the flash zone. Secondary use: back flow fire foam to put out tank fires in order to lessen or eliminate risk to firefighting crews.

International Entrepreneurship:

Business Plan and

Commercialization Strategy for a simulated company establishing an international network and technology driven platform to serve lesser developed countries medical needs (telemedicine).

enabling continuous analysis, interpretation and adjustments to improve the overall success of strategies/directives implemented.

- Quality Control and Conflict Resolution as pertains to customer satisfaction of products, services and planned logistics provided by the managed sales force and potential errors/omissions.

International Operations Manager, Sep 2009 - December 2011

- Establish new JV partnerships, Nurture existing JV network and leverage both to grow and track each partner's distribution of the represented cruise products under contract with ATNI.
- Facilitate required FIT and Group booking service and support requirements between international JV partner network, mutual client base and the associated cruise brands utilized for booking.

CEO/President, January 2012 - July 2020

- Manage and Direct Human Resources, Information Technology, Finance, Accounting and Sales/Marketing functions to strategically direct the company within a volatile and ever evolving external operating environment.
- Carry forward all prior responsibilities and duties as previously performed to continue overall contribution and success of both business and client base as needed.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION

University of Texas Permian Basin, Odessa, TX

Graduated 2011, 3.615 GPA

BACHELOR OF BUSINESS ADMINISTRATION

Texas Tech University, Lubbock, TX

1999-2002