





# Steven Clark

## Business Operations Manager

Business operations manager with a strong track record in driving profitability for mid-sized companies. Expertise in P&L management, process reengineering, and vendor negotiations. Reduced overhead by 20% through lean initiatives.

### CONTACT

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### EDUCATION

MBA in Business Analytics  
Southern Methodist University, Dallas, TX  
May 2013 – Present

### KEY SKILLS

- P&L Management
- Lean Process Improvement
- Vendor Negotiation
- Cross-Functional Leadership
- Analytics

## PROFESSIONAL EXPERIENCE

Business Operations Manager | Zenith Solutions, Dallas, TX  
August 2016 – Present

- Oversaw \$10M P&L, identifying cost-saving opportunities that improved margin by 8%.
- Implemented lean methodologies, reducing cycle times by 30%.
- Negotiated vendor contracts, saving \$500K annually.

Operations Coordinator | Apex Innovations, Dallas, TX  
June 2013 – December 2016

- Coordinated cross-functional teams to launch three new products on schedule.
- Managed vendor onboarding and compliance, maintaining a 98% on-time delivery rate.