

## RANCH MANAGER

*Highly strategic, honest, self-motivated, hardworking and attention to detail professional with a proven history of success in cultivating and managing significant tasks with a passion for wildlife and ranches. Understanding the significance of timely responses, I maintain direct and trustworthy communication, earning trust and maintaining a high level of integrity. Where there is a will there is a way!*

### Areas of Expertise

- Wildlife, Hunting, Ranches
- Finances and Budgets
- Team Leadership and Firearms
- Strategic Planning
- Client Relations- City and Country
- Project Management

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## Experience

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### Rosebud Ranch (161 Hill Country Acres)

### El Tule Ranch (13,000 Acres)

### Norias King Ranch (300,000 Acres)

### Several Year-Round Hunting Leases and other ranches

- Genuine, Positive and Effective Communication Skills
- Maintaining Facilities, homes, repairs, approval coordination to super clean standards
- Hospitality and Managing Client/ Guest Groups
- Managing, hunting, aging, targeting and culling Deer
- Managing Feeders, Deer Feed, Nutrition, Age and Genetics as it relates to Deer Antlers
- Guided Successful Hunts – Deer and Dove
- Coordinate Travel and accommodations for guests and owners
- Significant experience with Vendor and Contractor coordination
- Competent with Electrical, irrigation, landscaping, plumbing and machinery maintenance.
- Confident with Vehicles and Ranch Machinery (ATVs, Tractors, Mowers, Mules, Weed Eaters etc.)
- Advanced education on shotguns, rifles, ARs, Pistols, Scopes, Optics and all Ammunition.
- Competent exotic experience with Axis, Blackbuck, Aoudad, Nilgai, Fallow and Sika etc.
- Advanced experience with Horses
- Detail Oriented Mindset, Tech Savvy and Computer Skills
- Guardian Angel Certified- Firearms Safety Certification
- Significant Experience in Managing Budgets, Financial Balance Sheets and P&L's
- Ranch Security, Fence Repair, Surveillance
- Data Tracking, Spreadsheets, Frugal Money Management of Expenses
- Significant Ranch Resources across the State of Texas

### Business Experience

#### Channel Partner Manager, International Telecom, San Antonio, TX

July 2021 – Present

- Built and established 25+ Value Added Reseller partnerships and managed portfolio to achieve company expansion in less than 18 months from the ground up.
- Deliver exceptional customer service and support to VAR channel partners, leading to heightened levels of end-user satisfaction and retention.
- Nurture robust relationships with partners, leading to substantial revenue growth and enhanced customer satisfaction.

**Global Account Manager**, Service Express Inc., San Antonio, TX

**April 2017 – Jan 2020**

- Built and managed a portfolio (\$11.5M Monthly) of global and enterprise accounts, achieving remarkable 350% revenue growth from the ground up.
- Established and skillfully negotiated contracts and managed technical equipment projects in various key regions, including USA, Asia, Europe, China, Japan, UK, Hong Kong and Australia for Clients such as Rackspace.

**Strategic Enterprise Account Manager**, Time Warner Cable Business Class, San Antonio, TX

**May 2011 – Dec 2016**

- Acted as team lead to consistently surpass all performance metrics, manage major multi-million-dollar contracts with esteemed clients, such as government Joint Base San Antonio, CBS Sports, FBI, Homeland Security, and assuming full lead project management responsibility for events, such as the PGA Byron Nelson in 2012, 2013, and 2014.

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## Education

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**Bachelor's Degree** | Southwestern University, Georgetown, TX- 1999

NCAA Basketball and Track- 4 Years