

# JOEL MONTGOMERY

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## OBJECTIVE/ QUALIFICATIONS

MBA with expertise in international sales, marketing, and plastics recycling & packaging. Eager to apply business principles in International Development through Small & Medium Business or Development Consulting.

- Experience working in 17 different countries in four languages.
- Proven ability to apply international business skills in both private and non-profit environments.
- Self-motivated individual who can make meaningful contributions both as a leader and team member.

## EDUCATION

**Thunderbird School of Global Management**  
MBA in Global Management

Glendale, AZ - USA  
May 2008

*Campus Involvement:* International Development Association (Vice President), Career Management Center (Peer Advisor), Thunderbird Student Government (Former Vice President), Thunderbird Consulting Association (Member), Thunderbird International Christian Fellowship (Member), and Leadership EDGE (Member).

**Yale University**  
B.S. Mechanical Engineering

New Haven, CT - USA  
May 2001

## PROFESSIONAL EXPERIENCE

### **Small Business Consultant with Endeavor Global**

*Petfor – The largest plastic bottle recycling company in Istanbul.*

- Analyzed the business model, discovered pertinent cost drivers, and developed a financial model that forecasted expenses, net operating profit, and cash flow.
- Measured line performance, pinpointed inefficiencies, and suggested necessary improvements.

Istanbul - Turkey  
Summer 2007

### **Director of Latin American Sales with Pace Packaging**

*A U.S. packaging machinery manufacturer.*

- Reversed a four-year history of inconsistent sales with an increase of over 300%, surpassing \$1 million in the region for the first time in company history.
- Negotiated international contracts with corporations such as Coca-Cola, Procter & Gamble, Colgate-Palmolive, S.C. Johnson, Unilever, and Nestle.
- Secured over 30 new accounts and made hundreds of new contacts with key decision makers through relationship development and superior service.
- Rectified a history of sales force underperformance through coaching, counseling and motivating. Secured and trained several new representatives to cover underserved areas.
- Designed and implemented a comprehensive marketing strategy that included revamping the company website, creating brochures in six languages which were distributed around the world, and producing marketing holograms used to differentiate our company at international trade shows.
- Conducted business in Spanish, Portuguese, and English in North & South America, and Europe.

Fairfield, NJ - USA  
2003 - 2006

## PROFESSIONAL EXPERIENCE (CONTINUED)

### **Community Service Coordinator with the IEPC**

*Iglesia Evangélica Presbiteriana Costarricense*

San José - Costa Rica  
2001 - 2002

- Designed and implemented three small business projects, involving recycling, food vending and teaching English. Created multiple marketing brochures. Energized a team of local residents and conducted a door-to-door campaign to thousands of homes.
- Initiated a fundraising campaign for a senior center and raised sufficient funds to provide operating capital and purchase a computer.

### **Member Acquisition Associate with RedLadder.com**

*A construction industry Internet portal that streamlined bidding, blueprint and contractor selection processes.*

Los Angeles, CA - USA  
Summer 2000

- Awarded Best Marketing Plan out of 40 interns participating from four universities.
- Conducted cold-calls and gave presentations to multi-million dollar construction firms.

### **Sales & Marketing Intern with Telelink**

*A full service hardware, software and web design firm.*

Memphis, TN - USA  
Summer 1999

- Assigned sales project to research and present a proposal to a large medical practice. Conducted a needs assessment and determined hardware and software requirements. Assisted the company president with the sales presentation and secured the contract.

## COMMUNITY LEADERSHIP

### **Founder of Santa's U-Haul**

*A grass roots effort to deliver wrapped Christmas presents to the Hurricane Katrina victims in Mississippi.*

Tuscaloosa, AL - USA  
Nov - Dec 2005

- Filled a 16' truck with almost \$4,000 worth of wrapped presents/donations and personally delivered them to Mississippi.
- Motivated over 20 volunteers to wrap, catalog, and match presents to victims' requests.
- Energized residents of four states to donate money and wrapped presents.

### **Founder of Construction in Costa Rica**

*Helped poor communities with construction projects.*

San José - Costa Rica  
Jun 02, Aug 04, 05, 06

- Managed 5 teams ranging from 15 to 21 members and kept team members motivated and on task.
- Developed trip itineraries, designed trip budgets and consistently came under budget.
- Quickly resolved emergencies in a safe and purposeful manner.

## ADDITIONAL INFORMATION

- Languages:** English (Native); Spanish (Fluent); Portuguese (Conversational); Turkish (Beginner)
- Interests:** International Development, Small & Medium Enterprise (SME) Development, Base of the Pyramid, Public-Private Partnerships, Social Entrepreneurship, and Corporate Social Responsibility
- Activities:** Running, Hiking, Volleyball, Snorkeling, Basketball, Soccer, and Photography
- Travel:** Argentina, Belgium, Belize, Brazil, Canada, Costa Rica, Chile, Dominican Republic, El Salvador, England, France, Germany, Guatemala, Honduras, Ireland, Italy, Jamaica, Kenya, Liechtenstein, Malawi, Mexico, Netherlands, Nicaragua, Panama, Peru, Puerto Rico, Switzerland, Trinidad, Tunisia, and Turkey