

Daniel Kuhlman

Jan Sobieskilaan 7
1020 Laeken, Brussels, Belgium
+32-2-8088283, 1-347-620-7220 (US)

dkuhlman42@gmail.com
(Skype) daniel.kuhlman5
www.linkedin.com/in/danielakuhlman

A US citizen with Belgian residency and EU work status

I am a versatile, creative and analytic executive and business leader with a global mindset. I can both produce individually and lead teams, divisions and companies. I have over 20 years experience with 12 years as President/Entrepreneur for my own start-ups, 5 years as a Regional Sales Manager/Marketing Director for a Fortune 500 company, and 4 years as a US Army Airborne Paratrooper. I received my MBA from Tepper School of Business at Carnegie Mellon University, a top international program and I acquired my PMP credential from the Project Management Institute.

SKILLS & EXPERIENCE

- | | |
|---------------------------------|------------------------------------|
| ✓ Business & Strategic Planning | ✓ Project Management (PMP) |
| ✓ Marketing Strategy | ✓ Process Design/Improvement |
| ✓ Financial Planning/Management | ✓ Staff Management |
| ✓ P&L & Cash Flow Management | ✓ Vendor & Client Relations Skills |

WORK HISTORY

Tastes Inc., Denver, Colorado, USA 2006-2013
President/Founder, Multi-Unit Restaurant Holding Company

- Created and validated the business plan; Designed, financed and built 1st operating unit in 8 months from concept to grand opening and, 2nd unit 20 months after.
- Initiated, planned, executed three restaurant project builds; Utilized problem solving techniques to complete them on-time and budget; Total combined spend of \$535,000.
- General managed two limited service wine bars; Provided leadership for up to 19 full time staff members; Generated annual revenue up to \$414,000.
- Increased net income 6% while revenue fell 12% in 2010 after identifying systemic economic shift and implementing cost control measures and still received the A-List "Best Wine Bar" award (2007 & 2010).
- Converted one unit to full service operations achieving first month sales of \$83,000, Executed exit strategy by liquidating operating units and assets in 8 months.

Responsibilities – Trained/supervised up to 19 full-time staff, Accounting, Budgets and Finance, P&L, Cash flow, Marketing, Multi-unit management, HR, IT, Process improvement, Corporate compliance, Safety, Facilities, Inventory, Purchasing, Menu, Pricing, Site selection, Project management, Leasing, Contracts, Permits, Licenses, Compliance.

Union Pacific Railroad, Omaha Nebraska USA 2000-2005
Regional Sales Manager, A \$17 billion Fortune 500 US Freight Railroad

- Increased sales 24% from \$58 million to \$72 million in first 12 months by growing one account from less than \$1 million to \$8 million plus organic growth on 9 other regular accounts.

- Targeted asset based motor carriers as new channel partners signing \$5-10 mil contract with US Xpress, Chattanooga Tennessee.
- Consolidated Mexican shipping container product mix from 6 to 3, increasing market place acceptance. Created customer marketing materials and training packages to support.
- Co-authored functional specs of two IT projects on container storage and A/R issues; storage application was implemented and generated almost \$3 million in first year.
- Designed intermodal division e-Commerce portal deployed as part of a railroad wide initiative to increase ease of use and adoption of internet based support applications.
- Promoted from Director Business Development 2003; Top 10% Performer Marketing & Sales, Union Pacific 2001-2003.

Responsibilities included – Up to 1 full-time and 2 intern staff, 5 major headquarters accounts and 4 regional client offices, Internal/external written communication, Customer training/engagement, A/R, Contract negotiations, customer service.

US Army, Fort Bragg, North Carolina, USA 1994-1998

Supply Sergeant 82nd Airborne Division, 18 hour no-notice deployment infantry unit

- Accounted for over \$13,000,000 of equipment with no losses; Coordinated financial planning and funds control for \$100,000 annual budget.
- Promoted quickly 3x achieving Sergeant in 19 months; Non-Commissioned Officer of the Year; Distinguished Honor Grad 3x for Basic Training, AIT and PLDC.

Responsibilities – Mentored and conducted team building for up to 4 staff, Inventory, Property accountability, Budgeting, Security, Training, Planning, Vehicle maintenance scheduling, Inspections, Purchasing, Field support for 450 person unit.

Kuhlman Construction & Rental Mgt, Gardiner, New York, USA 1988-1994

President/Owner, A sole proprietor real estate development company

- Initiated, planned, financed and executed and managed three multi-family housing projects on-time and on-budget with a total combined spend of \$227,500.

Responsibilities – Up to 1 full-time staff, Accounting, Financing, Project management, Site selection, Property management, Equipment & facilities maintenance, Purchasing.

EDUCATION

Tepper School of Business, Carnegie Mellon University 1998-2000

MBA, Master of Science in Industrial Administration

Excelsior College, State University of New York 1981-1986, 1997

BS, Bachelor of Science in Liberal Arts

LANGUAGES

- English – Fluent, Native
- French – Currently at the A2 level
- Dutch (Nederlands) – Basic

SECURITY CLEARANCES

- U.S. Secret Interim (1996, 2001)

HOBBIES

- Art
- Yoga and Fitness
- Mountain/Road biking
- Toastmasters International
- Skydiving (Class B, not active)
- Private Pilot (35 hours, not active)