

# CHRIS GEORGETTI

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**OBJECTIVE** To lead an organization in overachieving targeted goals while using superior operational, financial, marketing, technical and managerial skills to deliver astonishing business growth.

## SUMMARY OF QUALIFICATIONS

- President and Managing Director in charge of marketing, sales, start up, academic development.
- Senior VP of Operations strategically offering results on \$152M in revenue with 18% growth year over year.
- Executive Management experience of eleven plus years delivering operational excellence.
- Financial acumen and budget authority with budgets of approximately \$51M EBITDA with P&L expertise.
- B.S. in Business Administration and Computer Based System Management.

## PROFESSIONAL EXPERIENCE

SANTORO AND GEORGETTI POSTSECONDARY EDUCATIONAL  
CONSULTANTS

TAMPA, FL

### **President and Managing Director**

*April 2015 to Present*

Offering consultation to postsecondary educational companies in the following areas:

- Regulatory Compliance, Accreditation requirements and Accreditation visit preparedness
- Program and Curriculum Development
- Campus Admissions and Marketing management
- P&L analysis and management
- Student/Faculty satisfaction and retention initiatives
- Campus analytics and forecasting methodologies

EDUK GROUP

### **Senior VP, Operations** (Promotion from previous position)

*May 2010 to April 2015*

Head of Operations overseeing multiple business units operations, processes, finances, and growth strategies.

- Management of 80+ corporate employees and all 39 Campus Presidents
- Total campus P&L management for 39 campuses (33 in Puerto Rico and six in Florida) resulting in revenue exceeding \$152 million and EBITDA of \$51+ million
- Implementation of iPad initiative throughout all FTC schools that will result in over \$760k of unbudgeted revenue for the fiscal year 2011/2012
- Initiated company-wide daily and weekly standard reporting metrics for academics, placement and admissions
- Total expenses managed to 90% of budget resulting in greater cost savings

FLORIDA TECHNICAL COLLEGE, EDUK GROUP

ORLANDO, FL

### **Regional VP, Operations** (Promotion from previous position)

*September 2009 to May 2010*

Head of Regional Operations overseeing Florida Technical College with operational excellence.

- Management of 20+ direct employees including five Campus Presidents
- Total campus P&L for six campuses and the acquisition of LaSalle Learning
- Responsible for start up campuses in Kissimmee and Pembroke Pines
- Ensure compliance and standards throughout six campuses
- 3.2% attrition company wide

FLORIDA TECHNICAL COLLEGE, LAKELAND

LAKELAND, FL

### **Campus President**

*March 2004 to September 2009*

Direct and manage all aspects of a \$4M revenue a year business with integrity and successful growth of 25% year over year.

- Responsible for P&L and all operations managing every department including sales, marketing, and operations
- Handled all accreditation activities to ensure school was ACICS accredited
- All budgeting figures including starts, attrition, marketing, placement and bad debt
- Responsible for a 22 mile relocation of campus in 2007 including contractor negotiations to target new market

IADT

PITTSBURGH, PA

**VP of Operations**

*January 2001 to September 2003*

Managed a finance organization and IT organization supporting the Miami and Ft. Lauderdale business markets which totaled in revenue approximately \$24M per year.

- Relocated from Fairmont, WV by the company
- \$2.9 million dollar education budget management and 33 direct reports
- Number of students increased to 500 technology and 300 culinary
- Responsible for building and managing a \$2.5 million dollar budget using zero-budgeting techniques
- Responsible for and monitored build out construction of additional campus space
- Monitored purchasing, marketing, handled employee issues

IADT

FAIRMONT, WV

**Multiple Roles**

*March 1998 to January 2001*

During my tenure at the West Virginia location, I held various positions that included the following in chronological order:

- PC Hardware and Troubleshooting Instructor
- Academic Dean
- Director of Admissions
- Vice President of Operations

**CHRIS GEORGETTI**  
**EDUCATIONAL EXPERIENCE AND SKILL SET**  
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**EDUCATION**

CALIFORNIA UNIVERSITY PA  
**Bachelors in Science**, Business Administration and Computer Based *1990 to 1995*  
Systems Management

SCHOOL OF COMPUTER TECHNOLOGY PA  
**Associates in Science**, Programming *1988 to 1990*

**SKILLS**

**Managerial & Financial**

Planning, Leadership, Motivation, Communication, Organization, Negotiation, Personnel Development, Organizational Maturity, P&L Responsibility, Capital and Balance Sheet Responsibility, Budgets, Business Cases, Cost-benefit Analysis, Forecasting, Social Media Marketing