

Senior Global Operations Management Executive

Delivering impossible advances in key operational imperatives

A Worldwide Investment Services manager directly reporting to Paul Goldfarb distinguishes him above other top-level management by his *“unrelenting focus on quality and efficiency combined with a genuine concern and commitment for all who work for him”*. These attributes have been hallmarks of Paul’s career.

His management expertise spans the full range of operational functions – HR, IT, P&L, accounting, customer service, administration, and legal. Add to this his marketing expertise, creating value proposition to customers and penetrating new markets for services, combined with his many years of experience in the financial services industry. Paul is a well-rounded business leader equipped and driven to handle any situation impeding corporate initiatives.

Throughout his career, Paul has brought the vision and surefire work tools to exact needed change and engage everyone in the new mission. His innate talent to engage associates at every level has benefitted his companies immeasurably by instilling loyalty and excitement up, down, and across organizations. To a person, each of the managers he has groomed over the last 20+ years say that he is the best leader they have ever worked for. Many describe him as a “true gentleman” and respect him for his honesty, integrity, and dedication.

Benchmarking process, system, and quality improvements across the board, the benefits Paul brought to Worldwide Investments were substantial, despite facing a total revamp of operations when he came on board. He increased operating profit 14% from breakeven; established a knowledgeable, cohesive, and customer-focused workforce; grew transactions and accounts while reducing headcount 28%; reduced employee turnover 50%; and, with the conversion of TA system vendors and platforms, improved throughput and saved shareholders \$35 million.

At Summit Business Strategies, Paul partners with entrepreneurial startups, corporations, and Boards of Directors to build “Operations Centers of Excellence” – the planks and pillars that lead to profitable organizations. He helps them gain control of their businesses and personal lives, and start enjoying their dreams. He shares the lessons he learned at the top corporate level developing training programs, employee tools, leadership programs, strategy and vision, customer service programs, and cost efficiency programs.

Paul proudly extends his leadership acuity to his community and has a true passion for charitable endeavors benefitting youths and children. He and his wife Nancy helped raise over \$80,000 for a special needs school. As a member of the Finance Committee and Board, Paul helps support an Atlanta-based program moving medically fragile children out of dysfunctional homes and placing them in safer environments.

His affinity for giving back to his community stems from the guidance and support he received from his church, community, and schools when he was growing up. He would love to win the lottery to be able to establish foundations and endowments to fund special needs groups.

Paul and Nancy Green live in the Atlanta, Georgia area. Nancy is an accomplished interior designer. Their son lives and works in California as a certified jeweler and their daughter works with IBM. He and Nancy greatly enjoy traveling by car, train, plane, or ship and plan to retire on a lake or river, surrounded by mountains. Paul is an avid motorcyclist, soloing on trips as long as 4,500 miles, and loves taking week-long trips with his son to trout fish and talk.

Paul Goldfarb can be reached via email at pgoldfarb@emailme.net or telephone at (404) 555 - 1922.