

**JUSTIN SMITH**  
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**BRADLEY-MORRIS, INC.**  
**Military Placement Specialists**  
(770) 794-8318

**EDUCATION**

**BA, Criminal Justice, 2000**  
University of North Carolina – **3.5 GPA**  
Chapel Hill, NC

**MBA, University of Georgia, 2005**  
Athens, GA – **3.7 GPA**

**EXPERIENCE**

**District Manager**

**2006-Present**

- Manage and direct day-to-day operations for entire retail district with the goals of increasing sales and efficiency.
- Recruit, hire, motivate and provide performance feedback to high caliber employees.
- Monitor daily business performance and implement operational changes to achieve district goals.

**Regional Sales Manager**

**2006**

- Established and pursued business development for a new territory in the commercial and residential construction market.
- Maintained and fostered relationships with current customers.
- Assisted company president with interviewing junior military officers during a company hiring initiative.

**Project Manager**

**2005-2006**

- Managed a residential construction project with a monthly average of 15 to 20 high-end, semi-custom, single-family homes with a completion time of 150 days.
- Performed exceptional construction operations leadership and customer service for 25 homes valued at over a half million dollars each.

**Consultant-Project Manager**

**2004-2005**

- Supported business strategy and software project negotiations with the U. S. Navy Program Management Office and three aircraft maintenance centers.
- Provided management consulting and project management oversight for a software contract involving systems integration for Naval Aviation programs.
- Directed weekly teleconferences and meetings with team leadership and U.S. Government clients.

**U.S. Navy – Lieutenant-Aviation (1992-2004)**

**Education**

NROTC Graduate

**Basic Officer Leadership Course**

Survival, Evasion, Resistance, and Escape (**Combat Survival Training**)

**2003-2004 Aviation Operations Officer:** Directed as many as 98 personnel in the daily execution of all military and civilian aviation operations. Managed the utilization of a \$1.6 million air operations budget and developed cost-saving initiatives. Expertly led a division in the daily operation of a NATO military and host nation civilian airfield. Coordinated a weekly Miami Airlines contracted flight that provided transportation to all military and civilian personnel onboard NAS Keflavik.

- **Ranked among top 10% of Lieutenants.**
- As Command Fitness Coordinator, contributed to a 100% passage rate of Navy's physical fitness test.
- Selected over numerous Lieutenants by the Commanding Officer as the base Protocol Officer responsible for providing logistical assistance to over 215 distinguished visitors to the base. Earned recommendation by exceptional poise and communication ability.

**2000-2003 Naval Flight Officer/Maintenance Officer:** Participated in armed aviation missions in support of Operation Enduring Freedom as a P-3C Navigator. Accomplished over **700 hours of flight time** in U.S. Navy Trainer and P-3C aircraft. Successfully completed **22 hazardous missions** over Kosovo and Bosnia.

- Directed Information Technology (IT) personnel in the preservation of a Local Area Network containing 2 servers, 20 classified accounts, and over 420 user accounts.
- Managed the training and task execution of eight personnel involved with aircraft maintenance.
- Selected to instruct new aviators in sophisticated navigation and weapon systems.

**1992-1996 Aviation Maintenance Technician:** Performed maintenance and inspections on 12 MH-53E aircraft as a power plants technician.

- Nominated and selected for Naval Officer Commissioning Program by squadron Commanding Officer.

**Activities:** Enjoy travel, working out, reading, and helping others through personal fitness training and consulting. **Speak conversational Spanish.** Worked 25-30 hours per week to fund undergraduate education. **Completed MBA while working full-time.**