

Faris Alami

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Summary

Committed to creating a high performance workplace where creativity and progression toward a common goal are shared values. Experienced manager responsible for business operations with up to \$5M in annual revenues. Adept at adjusting management style/strategies to address the specific needs of stakeholders (vendors, clients, company staffers).

Selected Professional Awards and Achievements

- Diversity Leadership Award Winner - Corp! Magazine (08)
- Consultant for Tech Town and New Enterprise Forum Initiatives (07-Current)
- Co-Chair- Automation Alley Workforce in Transition (06-Current)
- Manager of the Month –Macy's (14 consecutive months '00-'01)

Management Experience

Integration Systems Management, Inc Consulting and Training Firm Troy, MI (2003-09)

Managing Director

Provides management, tools and technologies to companies (automotive, non-profit, healthcare, education, retail) operating in a multicultural environment

- Directed geographically dispersed staff to deliver completed projects 20% earlier than projected
- Identified market expansion opportunity for automotive technology client's engineering department staff that cut nearly \$40k from the annual training budget
- Negotiated vendor contracts for several clients that reduced their operating cost structure by nearly 50% on incremental business expansion plans

The Bower Companies, Inc, Human Resource Outsourcing Firm Troy, MI (2004-06)

Business Development Manager

- Marketed service to new clients resulting in \$400,000 in incremental gross revenue and 25,000 billable hrs
- Analyzed data and communicated key information to internal stakeholders, which resulted in billable headcount with one client increasing from 1 to over 15
- Enhanced office branding efforts by creating for current and prospective clients 'H-R Best Practices' training seminar series & monthly newsletter

Pure Beauty, Inc, Lifestyle Product/Service Retailer Scottsdale, AZ (2001-03)

Area Manager-Multiple Locations

- Improved efficiency through staff training programs resulting in 22% increase in year-over-year gross revenue
- Achieved high marks for customer satisfaction resulting in 58% reduction in product returns and over 1300% increase in 'PBC Membership Club' enrollment
- Cut employee turnover by 92% by creating effective feedback mechanisms and open-door management policy

Macy's/Robinson's May, General Merchandise Retailer Scottsdale, AZ (2000-01)

Area Manager - Multi Department Manager

- Developed mgt. training program for company staffers boosting retention rate to 98% (v. 40% company-wide)
- Enhanced gross revenues by 25% over previous year by analyzing sales and inventory data, implementing store-specific revenue enhancement strategies, and adjusting inventory levels with corporate buyer team

Pacific International, Corporate Training Center Phoenix, AZ (1993-2000)

Regional Vice President-West and South Regional Training Center

- Pinpointed new business opportunities, resulting in the creation of 15 new training center locations
- Conducted semi-annual training event for 1000 executives and provided continuing education for new managers

Education

Oakland Community College	Royal Oak, MI	Associate of General Studies and Liberal Arts	(June 2006)
University Of Michigan	Dearborn, MI	BS Computer and Electrical Engineering	(June 2010)