



## Resume Review: Executive/C-Suite

specs.

- Role/level: Executive/C\_Suite

### feedback.

Thanks again for sharing your resume and background. You've got a rare global operator profile that already reads as board-level. What follows is a structured review of your resume with ideas to make it tighter, sharper, and recruiter-ready.

#### What's Working Well

- You've built a powerful story of scaling and stabilizing businesses across APAC, Europe, and North America.
- The revenue and contract figures (\$65M+, \$200M+, \$1.1B SoftBank deal) provide instant credibility.
- Your P&L ownership and turnaround experience (especially at Mistplay) are exactly what companies look for in transformational leaders.
- The Harvard MBA and current board/advisory roles add strong signals of executive presence and long-term leadership trajectory.

#### Areas of Opportunity

- Your current summary feels more like a biography than a pitch. At this stage, it should quickly frame your value as the “scaler and stabilizer.”
- Some bullets get dense with operational detail. For recruiters and founders scanning quickly, you want sharp, two-line bullets that start with results.
- Metrics are great but should be used with more consistency (growth %, revenue \$, market share).
- “Redacted” and “Redacted” shine, but “redacted” could be reframed as a foundation for the global operator story you're telling now.
- Board and advisory roles are underplayed. They reinforce credibility and should sit higher in the narrative.

## Market Alignment

Your resume positions you well for COO, President, GM, and Head of Operations roles at high-growth, tech-enabled companies (Series C through pre-IPO). The one refinement I'd suggest is threading *AI/automation* through your experience more deliberately. Rather than "AI happened near me," it should be "I lead tech-enabled transformations, AI included."

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## Executive Summary Options

Here are two streamlined versions, plus a Hattix180 Four-Sentence Summary example.

### Option 1 (Concise):

"Executive leader with 15+ years of experience scaling global operations across APAC, Europe, and North America. Known for building and turning around high-growth business units, closing billion-dollar partnerships, and leading distributed teams through transformation. Harvard MBA with deep expertise in GTM strategy, international expansion, and P&L ownership. Seeking a high-impact COO/President role where I can help a growth-stage company scale nationally and internationally."

### Option 2 (Aspirational):

"Global operator with a track record of hyperscaling businesses from launch to \$250M+ revenue across logistics, supply chain tech, rideshare, and gaming. Proven ability to stabilize challenged business units, drive profitable turnarounds, and lead distributed teams in complex, cross-border environments. Experienced in GTM, AI-enabled transformations, and contract negotiations at billion-dollar scale. Trusted by founders and boards to deliver growth, discipline, and shareholder outcomes."

### Hattix180 Four-Sentence Summary (Converted):

1. "I bring 15+ years of global executive experience, with a Harvard MBA and a career focused on scaling technology-enabled businesses across APAC, Europe, and North America."
2. "From negotiating a \$1.1B multi-year deal with SoftBank to leading \$200M+ revenue operations at Mistplay, I've grown and stabilized business units from \$0 to \$250M+ while building high-performing, distributed teams."
3. "My career is defined by driving market entry, international expansion, and operational transformation under pressure, combining strategic vision with disciplined execution."
4. "I'm now seeking a high-impact leadership role where I can help a growth-stage company scale nationally or internationally through operational excellence and transformative growth."

### Hattix180 Four-Sentence Summary (Converted)

#### Sentence 1 (Intro):

#### Sentence 2 (Accomplishments):

#### Sentence 3 (Theme):

#### Sentence 4 (Objective):

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## Bullet Point Optimizations

Here are a few examples of where we can sharpen impact:

**Original:** "Stabilized the North American business unit after a major downturn, halted revenue and profit decline, navigated two rounds of layoffs, and pivoted strategy to a user- and client-first approach."

**Optimized:** "Reversed revenue and profit decline in North America within 12 months by implementing a customer-first turnaround strategy, preserving \$XXM in annual revenue despite two rounds of layoffs."

**Why it works:** Leads with the outcome, not the problem. It shows agency and measurable results.

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**Original:** “Negotiated a contract worth \$1.1BN+ over 6 years with SoftBank to manage an installed base of 3.5M wireless subscribers.”

**Optimized:** “Closed a \$1.1B, six-year contract with SoftBank to manage 3.5M wireless subscribers, anchoring SquareTrade’s APAC expansion and driving \$100M+ in regional revenue.”

**Why it works:** Frames the deal as transformational, not just transactional.

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**Original:** “Drafted the initial white paper and strategy documents for Grab’s pivot to becoming a fintech and travel super app for Southeast Asia.”

**Optimized:** “Authored Grab’s first fintech and travel super app strategy, laying the foundation for its diversification beyond rideshare and contributing to the company’s \$39B IPO trajectory.”

**Why it works:** Shifts from “wrote documents” to “influenced the company’s trajectory.”

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## Layout & Design Feedback

- Keep the two-page format, but trim to ~5 high-impact bullets per role for readability.
- Add a brief “Executive Capabilities” bar across the top (Scale-Ups | Market Expansions | P&L Leadership | Turnarounds | Tech-Enabled Ops).
- Move board/advisory work higher so it reinforces leadership presence.

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## Key Recommendations

1. Rewrite the summary using one of the options above.
2. Trim and reframe bullets to lead with results; avoid getting lost in process detail.
3. Thread “tech-enabled transformations” more clearly throughout.
4. Elevate board/advisory experience higher on the page.
5. Create a one-page “executive bio” version for networking with investors, founders, and board members.

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## final notes.

You’ve got the achievements and executive credibility already in place. This is about refining the so it screams: *I’m the leader who scales from zero to hundreds of millions, stabilizes when needed, and builds durable global businesses.*

To be frank, your resume speaks for itself and these recommendations are not a magic wand. You can keep the resume as is and still be fine. Someone of your caliber will not be getting his next role via submitting an online application. I tell my clients to “Submit and Forget”. Then, what they do next is the key to determining whether or not they will get an interview.

—Carlos