



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."

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):

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.

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.

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.”

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. w

—Carlos