



APPLICATION FOR CITY COUNCIL

Mr/Ms./Mrs. Jesse Coulter Employer Cenergistic

Home Address 1984 E Cherry St Ct Business Address 1458 E Chestnut Expressway

Springfield, MO Zip 65802 Springfield, MO Zip 65802

Home Phone 931-237-5618 Business Phone 417-523-0475

E-mail address jjcoulter@spsmail.org / jesse.coulter1977@yahoo.com

Do you live in the Springfield City Limits? Yes No If yes, how long? 3yr 8mo

Previous employers and positions CNH Reman - Buyer ; US Army - Operations Officer

Special Qualifications Three deployments to Iraq working with city officials to build government from the ground up, has given insight to the difficulties of city government making me want to be part of solutions in my own community.

Educational Background BS in Business Management/Operations from Missouri State University

Community activities and offices held As an active member of my church, we work to help those in our community of the Grant Beach Neighborhood. I am also the Head of Security for my church

References Scott Wendt - Springfield Public Schools Executive Director of Operations 417-830-7995 ; Shawn Dilday - Springfield Public Schools Facilities Director 417-773-5855 ; Greg Gaumer - Pastor: Redeemer Church 417-770-7737

Please attach resume.

Signature:

Date: 9/8/16

Jesse Coulter

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Career Summary

A seasoned professional who has work in the military and public sector for over 21 years. My career in the military led me to multiple combat deployments, training of future military leaders at many different levels, and ultimately running the day-to-day operations of a 200-man unit. Upon retiring from the military, I enrolled at Missouri State University (MSU) to earn a Bachelor of Science in Operations Management. While attending MSU I worked full-time in the public sector for a large manufacturing company as a Buyer and Product Manager, learning several different aspects of operating in a business environment outside of the military. Currently I work as a Project Manager – Energy Specialist working directly with the Springfield Public Schools (SPS) to help reduce energy cost across the district.

Education

COLLEGE OF BUSINESS | MISSOURI STATE UNIVERSITY | JAN 2013 – MAY 2016

- Major: Business Management/Operations
- GPA: 3.35

Experience

PROJECT MANAGER – ENERGY SPECIALIST | CENERGISTIC | JUN 2016 – PRESENT

- Advise, assist and make recommendations to the SPS Chief Administrator and Leadership on consumption and general energy conservation measures.
- Manage and maintain all utility consumption records and data, keeping records up to date in a timely manner. Regularly track and analyze data.
- Work and assist 34 school principals and building directors on how best to optimize the energy use of their buildings through Energy Management Systems and staff behavioral changes.
- Coordinate with internal and external public relations groups to utilize all media and communication opportunities that promote the SPS's energy management program successes.
- Report quarterly to the SPS School Board on status and success of the energy program.

SUPPLY CHAIN BUYER | CASE NEW HOLLAND INDUSTRIAL REMAN (CNHIR) | MAR 2013 – PRESENT

- Plan, Order, and Expedite components, sub-assemblies, and whole goods to be used in the remanufacture process of over 300 engine part numbers within CNHIR's facility.
- Develop and present analysis to directors and managers on cost savings, supplier proficiency, and inventory control, saving the company over \$416,000.
- Work with Product Engineers and Quality Technicians to determine best source for new parts, assessing price, quality and availability.
- Assist the Product Transfer Specialist with analyzing and determining sufficient safety stocks and Kanban amounts to keep on hand, ensuring all product lines have availability of all component part numbers needed.

OPERATIONS OFFICER | UNITED STATES ARMY | AUG 1999 – SEPT 2011

- Served over twelve years in military operations including over three years deployed in support of Operation Iraqi Freedom.
- Earned over 30 military commendations/awards, while also attending 12 military schools graduating all at or near the top of the class throughout military career.
- Excelled as a Non-Commissioned Officer always receiving high marks on yearly evaluation reports.
- Led 500+ on-the-ground combat missions leading to the overall success of higher command's directives and the reduction of the enemy's capabilities.
- Instructed 1000+ soldiers and officers on military skills, both in the classroom and during practical applications.

Skills & Abilities

MANAGEMENT

- Manage 34 buildings and their staff in the SPS district to ensure the reduction of energy usage between 20 – 30 percent
- Hand selected by Director of Materials at CNHiR to be a Project Manager for the Remanufactured Irrigation Power Units (IPUs), transitioning units from concept idea to completed product line of 18 part numbers within 6 months equaling over \$1 million in sales the first year.
- Over 10-years of military management experience ensuring goals were accomplished and executed in a timely manner.
- Managed the daily operations of a 200-man military company and coordinated operations with battalion and higher echelon leadership.
- Mentored and developed numerous men into current and future leaders during my 12-year career in the U.S. Army.
- Assisted commanders with preparing and planning for several types of missions including some of the following: combat, logistical, psychological and civil support.
- Managed and maintained with zero loss of over a million dollars' worth of military equipment and supplies.

COMMUNICATION

- Communicate with the entire staff of the Northside SPS District on how to reach specific goals and opportunities within their buildings to ensure the goals of the districts are met.
- Developed IPU Project plan using MS Project to ensure all steps were communicated and accomplished by multiple partners and suppliers.
- Worked with CNHi and CNHiR Accounting and Marketing to develop pricing, promotion, and cataloging.
- Presented military analysis reports to numerous military commanders from company to division level in support of military operations during Operation Iraqi Freedom.
- Trained 20+ military companies on how to defeat Improvised Explosive Devices using sniper tactics.
- Strong ability to communicate with both upper management and subordinates to accomplish any task.
- Exceptional ability to communicate clearly, both orally and in writing.

LEADERSHIP

- Managed a team of 10 individuals from 6 different business partners and suppliers to ensure the successful development of the IPU program.
- Developed a 5 year sales forecast for both domestic and rest of world sales to be presented to CNHi and CNHiR Sales & Marketing Team.
- Managed a team from several different departments developing methods to reduce inventory by nearly \$500,000 in 12 months.
- Successfully led 10 – 20 men on countless missions while deployed in support of Operation Iraqi Freedom on three separate tours totaling 39 months.
- Selected by military leaders to be promoted ahead of peers on multiple occasions.
- Self-motivated and can independently research and analyze to a high standard.
- Excellent intellectual aptitude, organizational skills, work ethic, and analytical abilities