

# **Edward K. Braaten**

Rose Hill, Ks 67133

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## **CAREER SUMMARY:**

Exceptional leader with negotiation talent, selling design, quality service, and value. Proven revenue generator in all market conditions. Adept at B2B sales and negotiations with decision makers at many levels. Demonstrated ability to build new territories and expand opportunities within existing client base. Outstanding relationship building, training, and presentation skills. Intelligent, technically savvy, articulate, and driven to succeed.

## **EDUCATION:**

### **The University of Oklahoma**

Executive Masters of Business Administration in Energy, expected 10/2018

### **Wichita State University**

Bachelor of Science, 8/2013

## **RELEVANT WORK EXPERIENCE:**

### **Aileron Oil, Rose Hill, KS 08/2012 to Present**

#### *Business Manager*

- Complete due diligence for purchase of non-operating working interest in the oil industry
- Investigate the company's ownership position, competitor activity, potential legal issues and other matters to aid in decision making and strategic planning
- Negotiate contracts for purchase of producing and non-producing assets
- Review oil and gas leases
- Analyze profit and loss statements of producing wells
- Meet demanding deadlines and manage multiple projects simultaneously

### **Kansas Country Enterprises, Rose Hill, KS 12/2008 to Present**

#### *Owner / Operator*

- Own and operate several small businesses including
  - A working farm and ranch with beef cattle, dairy goats, poultry, and swine
  - A successful eBay company
  - A limousine service
- Market each business differently to excel in each market
- Use new and innovative business ideas

**Heritage College**, Wichita, Kansas, 05/016 to 11/2016

*Adjunct Instructor*

- Responsible for sustaining an effective learning environment through prepared classes, relevant assignments, fair and holistic learning in a blended environment including face-to-face interaction and an online component
- Communicate classroom materials to students via lecture, presentation, and online environment
- Grade student assignments
- Prepare course materials and lessons and provide necessary documentation to students
- Participate in online classroom discussions to further student learning

**Wright Career College**, Wichita, Kansas, 02/2014 to 04/2016

*Adjunct Instructor*

- Responsible for sustaining an effective learning environment through prepared classes, relevant assignments, fair and holistic learning
- Communicate classroom materials to students via lecture and presentation
- Grade student assignments
- Contact students who have missed class
- Participate in student success meetings
- Prepare course materials and lessons and provide necessary documentation to students

**Hawker Beechcraft**, Wichita, KS 10/2007 to 11/2008

*Supply Chain Management Specialist- Castings and Forgings*

- Analyzed assigned Purchase Requisition and Purchase Change Requests to ensure legitimacy, necessity and conformance to Company regulations through SAP
- Coordinated management of suppliers and managed supplier performance as it interfaced with Hawker Beechcraft's engineering, operations, marketing, quality, and aftermarket requirements
- Identified and implemented cost reduction initiatives for assigned commodities

**Protection One**, Lenexa, KS 04/2005 to 01/2007

*Commercial Sales*

- Continually prospected for new accounts, compiling a list of prospective customers for use as sales leads, based on information from multiple sources beyond corporate reports
- Developed and grew business through account base in the assigned geographical area by developing inter-personal relationships with the customers
- Coordinated business to business sales by communicating to clients, dealers, and technicians regarding sales and installation

**Freedom Surety Insurance**, Independence, MO 4/2000 to 5/2007

*Owner / Operator*

- Successful at recruitment of new clients and continuing with positive customer relations
- Outstanding project planning, execution, monitoring and resource balancing skills with ability to support multiple simultaneous projects in a matrix organizational structure
- Successfully recruited, hired, and trained 22 agents by creation and implementation of a complete training program
- Excelled at communicating with stakeholders to provide accurate reporting and information regarding the ongoing projects and initiatives
- Created an access database of all employees and financial information

**Amwest Surety Insurance**, Kansas City, MO 5/1995 to 2/2000

*Project Manager - Marketing/ Recruiting/ Sales*

- Successfully grew the company 230% in a 3-year time span through aggressive sales and outside agent growth
- Uncovered prospective customers for sales leads, based on referrals from current customers, newspapers, directories, and other sources
- Recruited, hired, trained, promoted, and disciplined 50+ surety agents throughout a six-state area
- Monitored and audited all accounting reports received from outside surety agents
- Participated in management team meetings and assisted in decision making
- Researched laws and regulations pertaining to surety agents as required for starting business in a new area
- Implemented new recruiting techniques including an aggressive mass-mailing program to attract new recruits