

NICOLAS ABREU

Colonia Castanos Sur

Tegucigalpa, Honduras

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Security Clearance: Government Top Secret SCI w/SSBI Security Clearance (Not Active)

Vacancy Posting:

Position:

CORE COMPETENCIES

Security; Intelligence; Security Management; Operations Management; Administration; Physical Security; Personal Security; Property Security; Facilities Security; Electronic Surveillance; Information Gathering; Data Analysis; Classified Materials Handling; Budgeting; Fiscal Management; Human Resources; Recruiting; Hiring; Staffing; Training & Development; Instruction; Leadership; Strategic Planning; Policies & Procedures Development; Operational Plan Development; Business Development; Contract Negotiations; Supplier/Vendor Negotiations; Customer Service; Public Relations; Senior/Management-Level Reporting; Briefings; Interpersonal Relations; Communications; Written Communications; Six Sigma Green Belt; Bi-Lingual, English/Spanish

WORK EXPERIENCE

December 2010-Present

Inter-Con Security Services Inc.

Tegucigalpa, Honduras

Supervisor: Robert Williams (VP International Operations); Phone: N/A; Contact: N/A

Hours per Week: 40

Country Manager/Project Manager United States Embassy - Honduras

Promoted in recognition of dynamic performance in earlier position to lead 850+ team members across 5 country-wide locations in achieving critical security operation objectives. In support of optimizing human resources, have developed a cost-effective, proactive training program substantially boosting performance. Through development and execution of an innovative scheduling module and resourceful allocation of personnel, have achieved \$27K cost-savings in payroll overtime costs.

At operational level, have facilitated 22% cost savings through strategic administration of budgeted funds and persuasive renegotiation of supplier contracts within 6 months of assuming position. Proficiently rewrote customer contracts to maximize competitive leveraging and drive business development, generating 7% growth. Have substantially improved cross-functional department communications by writing and implementing enhanced policies and procedures promoting a systemic process across internal operations. Recently being awarded the United States Embassy in Honduras contract for period 5 years.

Inter-Con continued...

Instrumental in enhancing security operations, with achievements including designing an unannounced customer visits program targeted toward maximizing guards' alert status and promptly identifying and mitigating security risks. Have additionally developed and instituted a comprehensive background check process which has been successfully marketed to clients. Capitalizing on opportunity to obtain Operating License for Inter-Con, have incurred no fines while recovering 5 weapons previously confiscated by authorities.

In short time-frame, have earned 3 Exceptional Rating on behalf of United States Embassy in recognition of performance of Local Guard Force. Further, have maintained zero deduction contract since assuming position.

May 2010-December 2010

Inter-Con Security Services Inc.

Caracas, Venezuela

Supervisor: Wout Brusselaers (VP International Operations); Phone: N/A; Contact: N/A

Hours per Week: 40

Project Manager – United States Embassy/Business Development Manager

Recruited to drive embassy relations and business development while concurrently improving Local Guard Force (Gate Control Certifications, Post Cards, Shift Supervisor Round Card, etc.) operational readiness through ongoing strategic enhancements. Successfully boosted operations and relations of Inter-Con and State Department during tenure; resulting in subsequent promotion to current position.

Steered initiatives spanning eliminating post and increasing attendance and morale through reducing costs to maximize overall performance. Identified and executed strategies to capture over \$100K in previously unbilled expenses.

Cultivated productive relationship with previously disgruntled client and minimized deductions while optimizing billing on ending contract. Took the initiative to go beyond scope of duties to create business development plan targeting commercial sector, resulting in company signing several lucrative new contracts. Repositioned company perception with clients, leading to numerous client verbal recognitions.

Spearheaded aggressive employee negotiations saving company over \$60K in liquidation costs. Further applied dynamic communication skills toward negotiating and resolving pending backlog of interim clearances with RSO, allowing Local Guard Force to be active on contract in 3rd Quarter and leading to full coverage of previously uncovered posts. Strategically redistributed office staff responsibilities, substantially improving results in prioritizing, expediting and fulfilling reports. Through dynamic leadership and motivation skills, boosted staff morale, productivity and efficiency while facilitating more autonomous decision making. Additionally designed and implemented training programs instrumental to decreasing operational inefficiencies

August 2007-May 2010

Cintas Corporation

College Point, New York

Supervisor; Tim Knoll, GM; Phone 516-403-4800; Contact: NO-CONFIDENTIAL

Hours per Week: 40

Service Manager

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Cintas Corporation continued...

Effectively steered broad-scope areas of operations for \$3.5M revenue business with over 900 clients throughout the Queens market. Proactively recruited, hired, oriented, and oversaw administrative/office and service sales teams; actively trained, developed, motivated, and evaluated Service Sales Representatives as well as junior leadership staff to ensure optimal performance. Defined and created lucrative new business opportunities for sales force, playing vital role in driving revenue growth and competitive market leveraging.

Directly interfaced with customers daily in order to troubleshoot and resolve billing, service, outstanding receivable, excessive charge/short payment, service contract renewal/negotiation, and related issues, ensuring high satisfaction levels; increased Customer Service Index (CSI) from 47% to 65.7% within six months of assuming role and subsequently improved to 87% for Queens market.

June 2006-July 2007

United States Marine Corps

Arlington, VA

Supervisor: Edward Owens; Phone: N/A – no longer there; Contact: N/A

Hours per Week: 40

Joint Chiefs of Staff (JCS), Military Security Force (MSF) Team Chief

In recognition of superior performance, hand-selected by USMC Headquarters for key position under first Marine Chairman of JCS. Led armed internal security team protecting Pentagon Proper. Contributed expertise toward effectively developing and administering physical security plans for National Military Command Center (NMCC) as well as JCS; wrote and implemented operational plans to support current posture. Held direct accountability for critical personal security and safety of JCS Chairmen, including spearheading personnel relocation to second command center in state of emergency. Oversaw all MSF Operation Center security surveillance equipment monitoring.

Maintained integrity/security of classified materials and ensured compliance with OpSec/InfoSec procedures.

December 2004-June 2006

United States Marine Corps

Rome, Italy

Supervisor: Nancy Rolph-O'Donnell; Phone: N/A – no longer there; Contact: N/A

Hours per Week: 40

Marine Security Guard, Detachment Commander

Demonstrated dynamic leadership skills in supervising Detachment providing 24-hour armed internal security for American Embassy, including protection of United States citizens and government property within post; achieved highest evaluation marks in post history during semi-annual inspections. Strategically planned, allocated and administered \$650K annual budget to control costs and maximize use of resources.

Actively collaborated with State Department, Department of Justice and Department of Homeland Security in developing and executing proactive security initiatives. Authored Operation handbooks provided to internal security force. Mitigated security risk to classified materials and equipment.

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August 2003-December 2004

United States Marine Corps

Lagos, Nigeria

Supervisor: Ronald Kramer; Phone: 011-52-664-662-7400; Contact: YES

Hours per Week: 40

Detachment Commander

Re-wrote Security Operational Reactionary plans focused on American Consulate internal security; in response to impact, subsequently adopted as model by other Embassies. Actively partnered in designing and implementing Post's Nuclear, Biological and Chemical operational plan. Resourcefully developed and managed annual \$350K budget, saving government approximate \$65K.

Oversaw Marine response to crucial real world situations ranging from bomb threats, improvised explosive device incidents and compound intrusion to internal defense situations (MOB), civil unrest/political turmoil and wide-range medical emergencies. Directed Marine realistic training and recertification in 9mm Berretta Pistol, PR-24, ASP, Handcuffing Techniques, Pressure Point Control Techniques, Stack Movement and Formations; credentialed Fire-Arms Training System (FATS) Instructor.

January 2000-May 2003

United States Marine Corps

Jacksonville, NC

Supervisor: Lt. Col R.H. McLaughlin; Phone: N/A-no longer there; Contact: N/A

Hours per Week: 40

Platoon Sergeant/ Local Security Chief

Ensured preparedness of 70 combat-qualified Marines for rapid deployments; supervised, trained and coordinated activities of Marines as well as six M198 Howitzer sections and advance party reconnaissance team. Effectively delivered local security team training in defensive and offensive tactics, night systems and communication systems. Efficiently prepared training, status and reconnaissance reports for presentation to Battery Headquarters; briefed and advised superior commissioned officers on high level assignments. Proficiently arranged security diagrams for Battery and Battalion-level defensive perimeters. Conducted inspections of other units, lending expertise toward identifying weakness and defining/implementing corrective actions to boost perimeter security.

Actively participated in Operation Nobel Eagle, a real world operation in response to September 11, 2001. In capacity of Artillery Expert, additionally participated in nationwide cyber warfare simulation exercise at Joint Warfighting Center.

July 1999-January 2000

United States Marine Corps

Recruiting Sub Station-San Juan, Puerto Rico

Supervisor: Chief Warrant Guillermo; Soto; Phone: N/A-no longer there; Contact: N/A

Hours per Week: 40

Marine Recruiter Aide (IRR)

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USMC continued...

Proactively sourced, interviewed, screened, and recruited top candidates for job openings, exceeding recruiting goal by 278%. Demonstrated sharp administrative skills in preparing/processing complex paperwork ranging from contracts and local background checks to applicant medical histories as well as projecting annual recruitment expenditures for Recruiting Sub-Station budgetary control.

October 1996-June 1999

United States Marine Corps

Jacksonville, North Carolina

Supervisor: Lt. Col D.E. Richardson; Phone: N/A-no longer there; Contact: N/A

Hours per Week: 40

Artillery Battery M198 Howitzer Section Chief

Earned Meritorious Promotion to E-4. Entrusted with overseeing \$1.5M+ in equipment.

Contributed sharp leadership qualities and dynamic communication skills toward effectively training a section of 11 Marines in weapons, discipline and job specialization knowledge.

EDUCATION

University: American Military University

Degree: Bachelor of Arts in Business Administration

Earned: June 2008

GPA 3.66

University: American Military University

Degree: Associates of Arts in Business Administration

Earned: October 2006

GPA: 3.65

SPECIALIZED TRAINING/CREDENTIALS/SKILLS

Bill Scott Raceway Department of State Special Security Antiterrorist Driving Course

Graduate, Meticulous Hiring

Six Sigma Green Belt

Fire-Arms Training System (FATS) Instructor

War Fighting Simulation Instructor

Operational Expert on Crew Served Weapons including .50Cal Machinegun, MK-19, M240G

Machinegun, and 249 SAW

Graduate, Requirement Based Selling

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LANGUAGES

Bi-Lingual; fluent in English and Spanish

ACHIEVEMENTS/AWARDS

Joint Service Commendation Medal for Superior Performance

Navy and Marine Corps Commendation Medal for Superior Performance in Security Management

Navy and Marine Corps Commendation Medal for Superior Performance

Received a Meritorious Mast Award for Surpassing Mission Recruitment

Personal Awards of Excellence for Superiority of Knowledge in Artillery Field

“Top Gun” Competition Winner, a prestigious competition of Artillery direct and indirect fire; competed against 35 other sections

Position Commander Course Honor Graduate