

Nicholas P. Wolff, P.E.

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Education:

MBA/M.S. Management and Organizational Behavior, 2005 **Benedictine University, Lisle, IL**

- MBA Concentrations: Management Consulting, Innovation & Technology
- MSMOB Concentration: Organizational Development Professional

M.S. Civil Engineering (3.82 GPA), 2000 **University of Illinois, Urbana, IL**

B.S. Civil Engineering (3.51 GPA), 1998 **University of Illinois, Urbana, IL**

Instructional Experience:

- Taught hundreds of students leadership development and personal management topics.
- Delivered weekend-long courses spanning lecture & facilitated activity formats.
- Collaborated in team meetings preparing summary presentations to executive leadership.
- Utilized participant feedback to improve courses that increased retention and understanding.
- Crafted interactive day long activities teaching mediation skills.
- Developed and delivered technical seminars to clients.

Business Experience:

- Returned hemorrhaging office to break-even within 3 months without layoffs.
- Engaged coaching services that improved communication and team environment.
- Utilized profit/loss statements to target and address office roadblocks and opportunities.
- Instituted business processes that realized an increase in sales and accelerated throughput.
- Utilized professional relationships to expand service offering and reduce production costs.
- Implemented tools to improve process of farming for new clients.
- Increased proposal volume approximately 35 percent.
- Increased project revenues approximately 60 percent.
- Increased proposal win rate approximately 10 percent.
- Introduced new service areas that enhanced firm competitive advantage.
- Developed engineering solutions saving clients up to \$250,000 on a single project.
- Created annual business projections for office operations.
- Spearheaded transition of acquired facility and personnel into firms systems.
- Managed over 400 client relationships throughout the construction and building industry.

Business Consulting Experience:

- Collaborated with heads of management, finance and labor to develop project scope.
- Developed and administered organizational assessment questionnaire for line personnel.
- Managed volatile emotions and frustrations during assessment process.
- Analyzed qualitative data from web based interactive forums throughout global locations.
- Collaborated in team meetings preparing summary presentations to executive leadership.

Work History:

October 2011-Present	Geotechnical Services	Omaha, Nebraska	Vice President
May 2009-September 2010	CGMT, Inc.	Bensenville, Illinois	Department Manager
August 2005-January 2009	ECS Illinois, LLC	Buffalo Grove, Illinois	Department Manager
2005-2006	Undisclosed Refinery	Lemont, Illinois	OD Consultant
2005	Motorola	Schaumburg, Illinois	OD Consultant

Certifications/Courses/Activities:

Illinois Professional Engineer (PE),Renews 2011	30-hour mediation skills course, 2000
Project Manager's BOK with MS-Project, 2005	Mensa
Presentation and facilitation skills training, 2003	Eagle Scout
Alpha Phi Omega Distinguished Service Key	