



Ryan Metlen

Operations Executive
Los Angeles Metropolitan Area

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Summary

Learning-oriented executive focused on empowering operations teams in the collaborative, efficient, and innovative accomplishment of their corporate mission.

Strategic team leadership. P&L management. Clear communication. Client-centered productivity. Win-win negotiation. Qualitative & quantitative balance. Creative problem-solving. Best practices implementation. Continuous process improvement.

Experience

Division Leader Landscape Development, Inc. January 2018 - Present

Manage divisional operations and ensure goal congruence for Sales & Ops teams w/ \$20M annual budget.

- Client management
- Operations management
- \$20M annual budget oversight & planning
- Monthly P&L guidance & management
- Monthly billings forecast & delivery
- Contract negotiation
- Estimate review & pricing oversight
- Project Team, Business Development, & Field Supervision staff leadership
- Business development
- Process improvement
- Risk management
- HR management & career development for direct-reports

Senior Project Manager Landscape Development, Inc. August 2012 - January 2018

Manage 30+ projects of varying scope & size simultaneously; revenue run-rate up to \$1.5M/mo.

- Stakeholder management
- Triple constraint (cost, time, scope) oversight
- Project analysis & planning
- Critical Path analysis
- Change management & negotiation
- Purchasing & material procurement oversight
- Subcontractor & vendor management
- Safety & HR policy enforcement
- Training of PM's & Assistants
- Target profit margin generation

Education

Executive MBA	California Lutheran University	2022
Certificate, Landscape Design	California State University, Northridge	2006
Bachelor of Fine Arts	California Institute of the Arts	1999

Awards

Eagle Scout	Boy Scouts of America	1993
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