

# MICHAEL KONIG

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I believe the most successful teams are not so much about having the best people, but having the right people who work best together, providing them with the proper tools and data, then inspiring them to excel. It is this credo I have tried to stick to while leading amazing teams that have been able to accomplish ambitious goals through various business models and industries.

## EXPERIENCE

**JANUARY 2020 – CURRENT**

**PRODUCT MANAGER, MOTIVO ENGINEERING**

Leading a team of engineers and technicians to execute on numerous, end-to-end product design and engineering projects. Development of client relationships, product strategies, project plans, team growth, and management tools while striving for the success of all projects across the company. Sustained strong team health. Responsible for defining, tracking, and executing to Key Performance Indicators within my own team and at the company level. Projects and clients exist on the bleeding edge of the mobility, energy, agtech, and aerospace industries.

- Exceeded annual on contract goals by 42% in 2020, despite most clients and team members going remote
- Developed new forms of communication and data tracking in response to a need for remote operations
- Increased team size by 100% in 2020 to help execute on numerous, multi-million dollar projects and clients
- Responsible for mentoring the project manager team to develop career growth plans and management skills

**JULY 2018 – JANUARY 2020**

**PROJECT MANAGER, MOTIVO ENGINEERING**

Worked directly with a team of engineers and technicians to execute on numerous, end-to-end product design and engineering projects. Accountable for client strategies, project plans, contract and business development, assisting in technical decisions, inner team logistics and operations, and striving for the success of all projects across the company. Determined resource needs and allocations for all engineering teams. Responsible for defining the Project Manager role and the growth path to Product Manager. First Project Manager to be promoted to Product Manager.

**JANUARY 2009 – OCTOBER 2011**

**DRIVING INSTRUCTOR/OPERATIONS/LOGISTICS, WORLD CLASS DRIVING (NOW SPEEDVEGAS)**

Responsible for maximizing high-end clients' experiences. Instructed clients on driving a fleet of exotic cars on and off track. Marketing for events and tours. Managed event and travel logistics for the team. Maintained fleet of exotic cars.

**FEBRUARY 2003 – AUGUST 2013**

**FRONT OF THE HOUSE MANAGER/OPERATIONS, IL POSTO TRATTORIA / FUME BISTRO & BAR**

Hired, trained, and managed 10 to 15 employees in two full service, up-scale restaurants. Assisted in developing menus, staff, interior design, policies, FOH operations, and marketing. Handled finances and HR on a daily basis.

## EDUCATION

**GRADUATION DATE: DECEMBER 2022**

**ONLINE MASTERS OF BUSINESS ADMINISTRATION, MBA, UNIVERSITY OF KANSAS**

**GRADUATION DATE: JUNE 2018**

**INDUSTRIAL TECHNOLOGY-VEHICLE DESIGN, BS, WESTERN WASHINGTON UNIVERSITY**

Lab and project based technical major with critical aspects of mechanical engineering, vehicle design, hands-on manufacturing, composites, CAD modeling, vehicle dynamics, computer science, power electronics, and project management. Recipient of the Don Moon Scholarship, the Schaad Scholarship, and the Western Grant. **GPA: 3.27**

- **PROJECT MANAGER, WWU RACING, FORMULA SAE TEAM**

Led a team of 45 students in building a Formula SAE race car in one year. Developed a start-up business model that replicates the industry. Raised and managed a \$45,000 annual budget. Helped each team member develop into creative, detail oriented, analytical, and prepared engineers to function as a strong, cohesive team. Developed team alumni standards and network to support the team in the future.

**COMPLETION DATE: MAY 2005**

**MECHANIC/DRIVING TRAINING PROGRAM, JIM RUSSELL RACING SCHOOL (NOW SIMRACEWAY)**

Hands-on racing mechanic training program. Heavily involved in the building/prepping of the fleet of Formula 3 cars currently used at Simraceway Driving School. Facilitated client based driving events and provided race series support.