



Cynthia Kimble: Chief Operations Officer

A Dynamic ENTJ leader with a 20+ year track record of building and scaling revenue-producing digital ecosystems from ground zero while simultaneously driving aggressive double-digit growth and dramatic cost reduction. Proven ability to take underperforming territories, teams, and digital assets and rapidly transform them into high-margin profit centers—most notably growing a virgin sales territory from \$100K to \$5M with consecutive doubling of revenue for five straight years, doubling digital sales in one year to add \$500K, and consistently delivering 30–300% revenue lifts across automotive, pharmaceutical, real estate, higher education, and media sectors. Expert in bridging traditional and digital media (SEM/PPC, SEO, social, display, geo-fencing, reputation management), optimizing web properties for lead generation and conversion, and installing scalable infrastructures that produce immediate ROI. Recognized for quickly identifying inefficiencies, developing comprehensive systems to solve organizational problems, managing multimillion-dollar budgets and cross-functional teams, and fearlessly pioneering new revenue streams in fast-paced, innovative environments. A decisive strategist, outstanding communicator, and relentless revenue producer who thrives on long-term planning, goal attainment, and delivering measurable bottom-line results—Cynthia's role as COO drives operational excellence, profitable growth, and market leadership.