

# Victoria Gamble

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## Business Development

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**Industrial Equipment Solutions Consultant** performing area competitive analysis, identifying and building relationships with potential clients, and promoting new product developments to customers.

Skilled Communicator  
Sales Sustainment and Growth  
Project Management

Strategic Partnership Builder  
Goals Focused  
Win-Win Negotiation

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## PROFESSIONAL EXPERIENCE

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### **MAJOR ACCOUNT MANAGER**

Southern States Industrial Equipment

2019 to Present

Material handling consultant for middle Georgia responsible for the management of solutions and relationships with industry leaders. Provides periodical analytical product reviews to reduce cost and increase efficiencies.

### **SENIOR FACULTY ADVISOR**

University of North Carolina

2016 to 2019

Senior Faculty Advisor for Air Force professional development program focused on senior leader education. Responsible for reviewing, updating, and designing courses focused on strategy development, problem solving, conflict resolution, budgeting, and motivating employees.

### **UNITED STATES AIR FORCE**

Scott Air Force Base, IL

2013 to 2015

**Air Mobility Command Chief** (2013 to November 2015)

Served as human resource advisor to highest executives in extremely large organization. Managed operational utilization and employee readiness for 118K personnel. Assessed and provided solutions for training, equipment, budgets, and morale issues impacting employees and families. Traveled globally to assess employee readiness.

### **18th Air Force Command Chief** (2012 to 2013)

Provided sound recommendations to executive team concerning employee operational utilization and readiness for 37K employees. Assessed and provided solutions for training, equipment, budgets, and morale issues impacting personnel and their families. Traveled globally to assess employee readiness.

### *Selected Accomplishments*

- Developed course ware and syllabi for monthly functional video forums and professional development courses.
- Collaborated on guidance changes to include modifications to Air Force Instructions, Air Force Basic Training, and Air Force diversity initiatives.

MacDill Air Force Base, FL

2011 to 2012

**Command Chief** (2011 to 2012)

Provided insight and perspective to top leaders on all personnel matters. Transformed unit's strategic plans into workable solutions and benchmarked performance against key operational goals. Focal point for 13K personnel.

## *Selected Accomplishments*

- Cultivated career growth plans and professional enhancement courses; master mentor.
- Collaborated with contract housing and local donors to build new playgrounds and upgrade landscaping in housing units built for employee living.

Kadena Air Force Base, Japan

2006 to 2011

### **Command Chief 353d Special Operations Group (2010 to 2011)**

Lead counselor on all matters impacting the effective utilization of employees. Identified, assessed, and provided solutions on factors impacting workers' training, morale, and well-being. Evaluated and intentionally developed employees with leadership potential.

## *Selected Accomplishments*

- Mentor for five Air Force Smart Operations for the 21<sup>st</sup> Century improvement events; gained over 5K working hours back to organization from wasted production.
- Collaborated with Japanese Self-Defense Air Force leadership to execute cultural swap between members; improved working relationship between United States and Japanese Air Forces.

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## **FORMAL EDUCATION**

### **Masters of Science - Aeronautical Science**

Embry-Riddle University  
GPA: 4.0 (With Distinction)

### **Bachelor of Science - Management Studies**

University of Maryland University College  
GPA: 3.8 (Cum Laude)

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## **SPECIALIZED EDUCATION**

### **Leadership Enhancement Program**

Center for Creative Leadership  
Greensboro, N.C.

### **Enterprise Management Program**

Darden School of Business,  
Charlottesville, VA