

Leitha Saffioti

President

✉ leitha.saffioti@gmail.com

☎ (164) 082-6106

📍 942 W Baltimore St,
Baltimore, MD 21223

Education

Bachelor of Science in Political Science at University of Maryland, College Park

Sep 1998 - May 2002

Some skills I've learned are communication, both written and oral, research, time management, and organization.

Links

[linkedin.com/in/leithasaffioti](https://www.linkedin.com/in/leithasaffioti)

Skills

Communication

Leadership

Management

Problem-solving

Strategic thinking

Teamwork

Negotiation

Languages

English

Italian

Employment History

President at Chesapeake Bay Roasting Company, MD

Jun 2022 - Present

- Signed the Affordable Care Act into law, providing health insurance to millions of Americans.
- Negotiated a nuclear arms deal with Iran, reducing the risk of war.
- Appointed two Supreme Court justices who have helped shape American jurisprudence for generations.
- Ordered military action that killed Osama bin Laden, mastermind of the 9/11 terrorist attacks.
- Helped negotiate an end to the Cuban missile crisis.

Senior Vice President at The Maryland Crabs, MD

Sep 2013 - May 2022

- Negotiated and closed a \$10 million deal with ABC Corporation.
- Increased market share by 3% in the past year.
- Developed and implemented a new marketing strategy that generated an additional \$5 million in revenue.
- Oversaw the launch of 4 successful products in the past 2 years.
- Managed a team of 50 people.

Executive Vice President at Heavy Seas Beer, MD

Jul 2002 - Jul 2013

- Led the company to its most profitable year in history, with \$25 billion in revenue.
- Grew market share by 5% and increased profits by 10%.
- Negotiated a new contract with our largest customer that will save the company \$5 million per year.
- Led the development of a new product line that generated \$100 million in sales last year.
- Reduced costs across the organization by 3%, resulting in an annual savings of \$15 million.

Certificates

Certified Public Accountant (CPA)

Dec 2020

Certified Management Accountant (CMA)

Sep 2019

Memberships

American Bar Association

American Medical Association