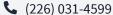
# **Melodey Nuanes**

Senior Vice President (SVP)

<u>melodey.nuanes@gmail.com</u>



2985 Wigwam Pkwy, Henderson, NV 89074

## Education

## Master of Business Administration at University of Nevada, Reno

Aug 1998 - May 2002

Some skills I've learned are effective communication, time management, and critical thinking.

#### Links

linkedin.com/in/melodeynuanes

#### Skills

Communication

Leadership

Management

Strategy

**Business Development** 

Sales

Marketing

## Languages

English

Bengali

## **Employment History**

#### Senior Vice President (SVP) at MGM Resorts International, NV

Apr 2022 - Present

- Led a team of 50 employees to generate \$100 million in annual revenue.
- Grew market share by 10% year over year for 3 consecutive years.
- Achieved cost savings of \$5 million through process improvements.
- Launched new product line that achieved 20% growth in first year.
- Managed P&L for \$250 million business unit.

#### Vice President (VP) at Wynn Resorts, NV

Sep 2014 - Mar 2022

- Led a team of 15 employees to achieve \$5 million in sales over 3 quarters.
- Achieved 95% customer satisfaction rating for the company's products.
- Developed and implemented a new marketing strategy that increased web traffic by 250% within 6 months.
- Negotiated and secured a contract with ABC Corporation worth \$3 million.
- Managed departmental budget of \$1.2 million, resulting in a 5% increase in profits.

## Executive Vice President (EVP) at Las Vegas Sands Corporation, NV Sep 2002 - Jul 2014

- Led a team of 50+ employees to generate \$100M in annual revenue.
- Successfully negotiated and closed 10 deals worth over \$1B.
- Grew market share by 20% in 3 years.
- Achieved cost savings of \$5M through process improvements.
- Delivered presentations to the Board of Directors on behalf of the EVP.

#### Certificates

**Certified Senior Executive (CSE)** 

Apr 2021

**Certified Management Consultant (CMC)** 

Jul 2019

## Memberships

**American Management Association (AMA)** 

The Conference Board