

Michael R. Will

Operations Team Leader

CONTACT

Phone: +1 (304) 435- 8262
Email: Mrwill835@gmail.com

Address: 116 Birkdale, Williamsburg, VA 23188
LinkedIn:
<https://www.linkedin.com/in/michaelrwill/>

PROFESSIONAL EXPERIENCE

Operation Team Leader | Multiple Deployed Locations | West Virginia Army National Guard | March, 2024 – December 2025

- Supported the Department of the Army conducting of border security missions with strategic planning, logistics management, and interagency coordination.
- Applied GIS data to generate weekly visualized maps and reports for the Battalion Commander, enabling decision-making and operational adjustment.
- Developed and updated operational plans, allocating personnel, equipment, and resources to mission requirements.
- Executed direct coordination with U.S. Border Patrol and other federal agencies to coordinate activities, share intelligence, and enhance mission continuity.
- Directed and led soldiers, allocating duties and keeping them accountable, efficient, and mission-capable.
- Coordinated logistics such as transportation, supply distribution, and equipment maintenance, keeping downtime low and operational effectiveness high.

94F (Computer/Detection Systems Repairer) | Eleanor, WV | West Virginia Army National Guard | April, 2019 – March 2024

- Managed computer-based and electronic detection systems' maintenance and operational capability critical to mission success.
- Trained and mentored junior soldiers to ensure technical proficiency, responsibility, and Army standards.
- Scheduled repair operations and assigned tasks by priority to maximize efficiency and minimize equipment downtime.
- Maintained accurate repair records, parts usage, and system performance to ensure Army policy compliance.
- Collaborated with leaders to control resources, coordinate maintenance procedures, and implement process improvements that raised unit readiness.

EDUCATION

West Virginia University | Fall 2022– Fall 2025

Bachelors of Science in Marketing w/ minor in Advertising and a focus in Professional Sales

- GPA: 3.45
- John Chambers Business & Economics Scholarship recipient
- Presidents List and Deans list/Presidents List, Graduated Cum Laude

SKILLS

- CRM Software (Salesforce, HubSpot)
- Time Management & Organization
- Communication & Presentation
- Customer Service & Relationship Building
- Mastery of Microsoft Suites
- Google Search Console and Google Analytics
- Sales & Closing Skills
- Product & Market Research
- Cold Calling and Prospecting
- Media Planning