

Dr. David Terrence Randolph, Ph.D. in Business Administration & Ph.D. in Education, Hon.D.B.E.

Woodland Hills, California

 dterreincerandolph@gmail.com |  747-249-4042

 Authorized to Work in the United States

Chairman & CEO | Executive Business Consultant | Strategic & Financial Advisor

EXECUTIVE PROFILE

Senior executive and trusted business advisor with over **30 years of leadership experience** across business consulting, financial services, logistics, insurance, and investment banking. Proven ability to drive **revenue growth, operational improvement, and strategic transformation**.

Founder and CEO of a consulting firm delivering **executive advisory services** to business owners and leadership teams. Recognized for building long-term client relationships, structuring financial strategies, and driving operational excellence across multiple industries. Combines extensive executive leadership experience with advanced academic distinction, including **dual doctoral-level credentials in business and education**.

CORE EXECUTIVE COMPETENCIES

- Strategic Business Consulting
 - Executive Leadership & Organizational Development
 - Financial Services & Capital Advisory
 - Sales Strategy & Revenue Growth
 - Logistics & Supply Chain Management
 - Client Relationship Management
 - Negotiation & Strategic Partnerships
 - Business Process Optimization & CRM Systems
-

PROFESSIONAL EXPERIENCE

TR Group International — Woodland Hills, California

Chairman & Chief Executive Officer | 2001 – Present

- Provide executive consulting and strategic advisory services to business owners and leadership teams.
- Lead initiatives in business strategy, revenue growth, and operational improvement.

- Advise organizations on financial planning, capital strategy, and operational performance.
- Guide leadership teams in governance structures, performance metrics, and long-term growth planning.
- Build long-term client partnerships focused on sustainable business development.

A-1 Freight Systems — Woodland Hills, California

Logistics Manager / Freight Broker | 2013 – 2017

- Oversaw freight brokerage operations and logistics coordination for commercial clients.
- Managed carrier relationships and freight execution, improving operational efficiency.
- Developed and maintained B2B client partnerships.

Quest Capital Strategies, Inc. — Laguna Hills, California

Registered Representative / Investment Banking Associate | 2000 – 2005

- Advised clients on investment opportunities and capital strategies.
- Supported private placement transactions and capital formation.
- Developed relationships with investors and corporate leadership teams.

Federal Express Corporation — San Francisco, California

Operations Supervisor | 1986 – 1993

- Supervised operations and logistics personnel in a high-volume distribution environment.
- Ensured compliance with corporate operational standards and workflow efficiency.
- Supported logistics and sales operations in a fast-paced environment.

New York Life Insurance Company — Glendale, California

Life & Health Insurance Agent | 2019 – 2020

- Consulted clients on life and health insurance solutions.
- Built new client relationships through referral-based business development.
- Delivered personalized financial protection strategies.

EDUCATION

- **Ph.D., Business Administration** — Dunster Business School, Zug, Switzerland
 - **Ph.D., Education** — Dunster Business School, Zug, Switzerland
 - **Honorary Doctorate in Business and Education (Hon.D.B.E.)** — Dunster Business School, Zug, Switzerland
 - **Bachelor of Arts, Political Science** — University of Memphis, Memphis, Tennessee
-

PROFESSIONAL DEVELOPMENT

- Postgraduate Certificate — Recording Engineering, UCLA Extension
 - Postgraduate Certificate — Finance, Investment Training Institute, Atlanta, Georgia
 - Dearborn Financial Institute — Chicago, Illinois
-

TECHNICAL & BUSINESS SKILLS

Salesforce CRM | Strategic Negotiation | Business Development | Financial Analysis |
Operations Management | Project Management | Client Advisory Services

COMMUNITY & LEADERSHIP

Knights of Columbus, Third Degree Knight – Council 8072, Saint Jude the Apostle Catholic Church, Westlake Village, California

Active in service initiatives supporting **community engagement, charitable outreach, and faith-based leadership.**