

Michael T. Obeid

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EDUCATION

George Mason University, Fairfax, VA December 2019 *Bachelor of Science in Health Administration and Policy, Concentration: Management*

PROFESSIONAL EXPERIENCE

Potomac Lawn Professionals, Fairfax February 2022 – Present

Account Manager

- Identified leads and achieved a 50% close rate to account for over 72% of company revenue for calendar year 2025
- Generated more than \$1M in total sales revenue in 2025.
- Coordinated day-to-day project operations across multiple crews, including scheduling, resource allocation, workflow planning, and problem resolution.
- Managed 50+ commercial and residential accounts, serving as the primary point of contact and ensuring smooth execution from initiation through completion.
- Oversaw project timelines and deliverables, tracked progress, and maintained consistent communication with internal teams and clients to prevent delays.
- Monitored scope, addressed issues in real time, and implemented solutions to keep projects on schedule and aligned with quality expectations.
- Collaborated with senior leadership to scope new projects, develop proposals, and outline project approaches for prospective clients.
- Leveraged SaaS tools such as Service Autopilot to manage scheduling, documentation, project tracking, and communication across teams.
- Supported operational planning by analyzing workload demands, updating project schedules, and adjusting resource assignments as needed

Stryker Corporation, Fairfax February 2021- February 2022

Endoscopy Onsite Specialist

- Provided real-time technical support and troubleshooting for surgical equipment, ensuring seamless operation during procedures.
- Coordinated with OR staff and surgical teams to prepare equipment, resolve issues quickly, and support procedural workflows.
- Escalated complex issues to engineering teams and documented case details to maintain operational continuity.
- Improved efficiency by proactively maintaining equipment readiness and streamlining communication between clinical teams and technical staff.

Inova Fairfax Medical Campus, Fairfax, VA August 2019 – February 2021

Anesthesia Technician

- Supported anesthesia providers by preparing and maintaining equipment, supplies, and workflows before, during, and after procedures.
- Coordinated with cross-functional clinical teams to ensure timely execution of daily procedural schedules.
- Maintained detailed equipment checks and documentation, supporting compliance and operational reliability.

VOLUNTEER WORK – *continued*

Ski Travel, Fairfax Surf Shop, Fairfax, VA, 2019-2024

- Planned and executed large-scale student ski trips to Quebec, coordinating lodging, transportation, scheduling, and daily activities.
- Supervised and guided groups of 200+ high school students, ensuring safety compliance and managing movement across multiple venues.
- Communicated with staff, parents, and students to ensure smooth logistics, resolve issues, and maintain trip timelines.

Inova Mount Vernon Emergency Department, Alexandria, VA (126 hour internship) 2019

- Assisted with Joint Commission and Medicare accreditation readiness through documentation audits and regulatory organization.
- Created workflow and patient flow graphs using Excel to support operational analysis and process improvements.

Living Waters Foundation, Norfolk VA 2017

- Participated in a Central America service trip, contributing to well-construction projects, planning logistics, and coordinating volunteer efforts.