

FULL NAME

Contact Information
LinkedIn Page

Senior Business Strategist with a Deep Foundation in Finance and Technology

Logistics | Supply Chain | Transportation | Marketing

*Cloud Services & SAAS | Enterprise & Solutions Architecture
Business Analysis & Product Management | Machine Learning & Analytics*

Versatile business leader who tackles complicated business and enterprise level challenges to anticipate market disruption, drive competitive advantage and realize bottom-line results. Trusted advisor to Technology and Finance C-suite executives regularly charged with modeling and directing high-stakes acquisitions, integrations and key initiatives. Respected senior manager who grows and leads high-performing teams to deliver large-scale, enterprise-wide technology solutions that are on time, on budget, and exceed customer expectations.

AREAS OF EXPERTISE

Business Forecasting & Decisions
Financial Modeling & ROI
Mergers & Acquisitions
Market Analysis

Sales & Marketing Strategy
Business Development
Product Leadership
New Concept Development

Stakeholder Engagement & Advisory
Partnership Development
Talent Development & Management
Resource Planning

Financial Modeling & Analysis: Scope program/campaign objectives to ensure projects are accurately defined. Create financial model and sensitivity analysis with clearly defined assumptions, inputs and outputs for projects to achieve objectives and profitability. Define simple dashboards with Key Performance Indicators and charts to monitor project lifecycles.

People Leadership: Build strong teams with clearly defined values and inspiring a shared vision. Enable teams to act by creating a culture of feedback, fostering collaboration, and removing obstacles. Encourage team to experiment and take risks. Recruit, retain, and reward grade A players as building blocks for creating high performing players.

Business Strategy: Outline short-term goals and long-term intentions. Map landscapes using SWOT analysis, look at competition threats, analysis of costs, and additional financial assessments. Recommend strategies that encompass cost leadership, market differentiation, and vital areas of focus for businesses.

PROFESSIONAL EXPERIENCE

Company Name, Location

2006 – present

Company description goes here

Your Title: Responsible for running financial and strategic analysis for corporate M&A. Lead multi-year IT transformation to fully re-architect applications portfolio from legacy systems to fully virtualized and cloud-enabled technology stack. Direct IT strategy, business analysis, systems support, program management, budget management, and vendor management across portfolio applications. Manage 75-100 employees and contractors in three countries.

Key Accomplishments:

- Conducted business valuation, modeling, investment banker engagement, funding, solicitation, due diligence, and integration for \$469M acquisition and \$197M acquisition. Integrated acquisition into company technology portfolio within budget and without customer disruption.
- Constructed an award-winning platform connecting 35,000+ carriers and 17,000 customers.
- Built supply chain business unit from scratch, growing business by 50% YOY for three consecutive years.
- Developed market strategy for entering the auto marketplace including: market analysis, segmentation, and positioning.
- Led the strategy and execution to create a technology based supply chain solution for small to medium sized businesses.
- Authored financial modeling tools for CFO including: a landed cost module, supply chain modeling, and ROI for supply chain redesign what-if analysis.
- Progressively held roles: *Program Manager* (3 years): Created intelligent platform using mobile apps and GPS to create carrier efficiencies in domestic brokerage marketplace. *Senior Manager, Enterprise Applications* (3 years): built eCommerce customer notification platform.

Company Name, Location

Company description goes here

1999 – 2006

Your Title: Responsible for company's leading payment process platform. Directed 50-person team members across locations, time zones, and geographies. Partnered with companies for joint ventures in large customer proposals. Served as key member of sales engineering team, developing ROI models to sell projects internally.

Key Accomplishments:

- Deployed multi-million dollar financial technology solutions and business reengineering processes for Fortune 100 financial institutions including: averaging 30% gross margin.
- Orchestrated turnaround for check payment processing platform by leveraging image character recognition technology to launch Check Fraud business. Led business strategy, product management, market analysis, and entry.

EARLIER ROLES

Your title, company name, description of what you did

Your title, company name, description of what you did

Your title, company name, description of what you did

EDUCATION

Degree Name and details

Degree Name and details

Courses & Certifications

COMMUNITY ACTIVITIES

Volunteer activity, name and description

Volunteer activity, name and description

Volunteer activity, name and description