

## CHIEF EXECUTIVE OFFICER

*Strategic Business Leader Known for Delivering Impact, Expansion, & Sustainability*

Growth Driver and Board Advisor with history of scaling organizations to establish and expand scope and footprint, as well as programs and service offerings. Recognized for success in multimillion-dollar, community-facing operations, mergers and acquisitions, stakeholder engagement and consensus building, with a tangible impact in under-served areas. Capable of delivering targeted business development strategies, strategic partnerships, funding campaigns, and operational strategies that clearly differentiate organization's value and results.

### EXECUTIVE-LEVEL BUSINESS IMPACT

- ➔ **Business Strategy & Improvement:** Reduced organizational debt by 50% with a cost savings of \$15M.
- ➔ **Streamlined Operations:** Improved annual operating margins 12% allowing for reinvestment in marginalized communities and previously inactive regions.
- ➔ **Board Development:** Trusted partner with a keen business sense and ability to establish rapport, cultivate a collaborative environment, and engage with stakeholders at all levels.

#### AREAS OF EXPERTISE

- ✓ Board Development & Advisement
- ✓ Operations Management & Expansion
- ✓ Mergers & Acquisitions
- ✓ Strategic Business Planning
- ✓ Ideation & Innovation
- ✓ Diversity, Equity, & Inclusion

## CAREER EXPERIENCE

*Dedicated C-level executive with 20+ year's career experience in top-tier leadership roles within Fortune 500 companies and start-ups.*

### TBD COMPANY

President & CEO

2005 – Present

\$85M+ Budget ▪ 20,500 Employees ▪ Grew Market Base & Customer Retention ▪  
▪ \$61M in New Business ▪

### BUSINESS DEVELOPMENT & GROWTH STRATEGY

- Grew impact across all metrics, with noteworthy success in business development, program management, and organizational expansion. Grew annual revenue by \$61M, as well as decreased debt by \$15M+.
- Led organization during economic turnaround (2008 – 2011) and despite challenges, increased program quality, grew membership base, and improved financial health.
- Merged Board of Directors and developed a new mission statement, new values, and strategic priorities.
- Oversaw the successful operations faithfully working to close the opportunity gap for under-resourced communities.
- Championed the project lifecycle of a large-scale merger and integration resulting in expanded service impact and regional outreach.
- Doubled program size and budgets through strategic initiatives involving real estate consolidation and establishing high-quality products.
- Masterminded strategies to improve health of business, including growing endowment by 88% (\$4M to \$7.5M), expanding capital acquisition and maintenance reserves 110% (\$10M to \$21M), and reducing debt by 50% (\$30.8M to \$14.8M).

