

# PIS Executive Profile

Position: Head of Business Intelligence Analytics & Strategic Projects

Location: Dallas-Fort Worth Metroplex

Relocate:  Yes  No  Possibly

CID#:222440

## EXECUTIVE CANDIDATE PROFILE

*Cross-functional leader and innovator, able to deliver top results via an unusual combination of business & technical expertise. Capitalizes on business strategy-analytics-research background to identify problems, create solutions, and implement them in various areas such as transforming Bi/Analytics/reporting, marketing/sales, operations, and supply chain, to help to improve revenue, efficiency, and competitive market position. American with vast US, European, LATAM experience, foreign languages, and graduated from one of the top 5 universities in Europe and top 25 worldwide with two advanced degrees in business and engineering.*

### Recognition / Achievements

- *Transformed, improved, and championed Business Intelligence Analytics for various known companies*
- *Redesigned analytics and made strategic recommendations that saved millions via a diverse series of improvements*
- *Successfully managed LATAM, took market from \$60 to \$100 million, built LATAM market website, and turned the brand from mass to premium*
- *Overhauled SAP/4Hana implementation to address major data issues, identified large data errors, and provided a new vision for marketing*
- *Improved call center performance by 20%, improved sales by 20%, leads by 500%*

### Professional Experience Summary

- *Ten plus years in business intelligence analytics building/transforming infrastructures & providing reports, insights, vision, strategic recommendations*
- *Cross-functional business/technical experience with all business units (sales, marketing, finance, supply chain, operations, HR, cust. service, IT dept.)*
- *Analytics & strategic recommendations to improve efficiency/revenue, supports all hierarchy levels (including executives, C levels, and CEO)*
- *Experience managing teams and/or building analytics teams from scratch, as well as managing entire markets (managed LATAM from the USA)*
- *Highly successful as an innovator, spotting/identifying problems & delivering solutions that work, able to turn the complicated into simplicity*

### Education / Designations

- *Doctorate in International Business Strategy*
- *Masters of Science in Engineering*
- *Certificate in Industrial Management*