

Position: Chief Strategy Officer/Strategic Officer

Location: Chapel Hill, NC

Relocate: Yes No Possibly



CID#: 222475

## EXECUTIVE CANDIDATE PROFILE

*An Award Winning & Industry Recognized Executive Leader with experience in organizations ranging from \$5M to \$80B global businesses. Proven performance managing revenue goals of up to \$25M, operational budgets of up to \$20M, and capital expense budgets of up to \$7M. A capable mentor with a track record of attracting, recruiting, and advising teams of up to 500, building the foundations necessary to accelerate performance and increase revenue, leading to multiple successful shareholder exit events.*

### Core Competencies

- Mergers & Acquisitions
- Business Transformation
- EBIT Growth
- Global / National Expansion
- ELT Recruiting
- Services / Product Optimization
- ERP Implementation
- Cloud Integration
- ERP Selection
- Board Governance
- Employee Mentoring / Engagement
- Machine Learning

### ■ Recognition / Achievements

- Expanded company's geographical presence, grew the top-line by \$2M and delivered bottom-line earnings of \$1M over the first year
- Doubled EBITDA to \$1M, which exceeded goals and catalyzed the company's eventual sale
- Established SOP and best practice strategies, increased customer satisfaction, and achieved growth of 15% in the top line, 25% in the bottom line, and 20% in the organization
- Onboarded an entire Sales team, which generated \$5M in immediate revenue by convincing a new client to select organization for its SAP services

### ■ Education / Designations

- Master of Business Administration in Finance & Information Systems
- Master of Science in Electronic Instrumentation