

Position: COO/VP of Strategy

Location: Ridgefield, CT

Relocate: Yes No Possibly



CID#: 224168

EXECUTIVE CANDIDATE PROFILE

Accomplished and high energy Strategy and Business Development Executive with 20 years of experience. Entrepreneurial leader with the ability to manage complex projects, partner with clients and stakeholders, collaborate and influence teams, and create strategic plans to solve problems and drive consistent growth. Areas of expertise include strategy, business development, project management, team development and customer relationship management. High impact executive with a proven ability to inspire teams, innovate and drive results.

Skills

Strategic Planning

Communication

Project Management

Data & Analysis

Marketing Campaigns

Business Consulting

Operational Management

Financial Management

Team Management

Strategic Partnerships

CRM

Product Development

■ Recognition / Achievements

- Closed global contract with top 10 fashion house during the re-launch of a 40-year-old global retail brand, increasing the company's sales and exposure by 300%.
- Re-launched global retail/real estate firm into capital markets increasing brand awareness by over 50% with new updated branding, PR campaign and new strategic outreach plan.
- Raised over \$30m in venture and seed capital which led to revenue growth, hiring and research and development expansion including Fortune 100 contracts.
- Achieved 99% client retention during restructuring and 99% employee retention with development and implementation of employee feedback and rewards system.
- Grew sales 750% YOY and established brand as top 5 in all current industries.

■ Education / Designations

- IEMBA, Executive MBA
- B.A. Design, Master's Level Honors Thesis