

Position: Executive Business Leader

Location: Dallas, TX

Relocate: Yes No Possibly



CID#: 224574

EXECUTIVE CANDIDATE PROFILE

Executive business leader of fintech and services-based organizations with a proven track record of driving growth through innovation, investment, and organizational design. Extensive experience in new business model development, commercialization of products and market penetration in alternative investments, bank loans and private debt industry. Office site lead for 500+ people with direct accountability of a global enterprise software, data, and outsourcing services.

*Global Business Leadership (P&L)
Partnerships, Mergers & Acquisitions
Sales Enablement & Management
New Product Commercialization
Digital Transformation*

*Organizational Design & Restructuring
Product Innovation & Strategy
Business Planning & Development
Operational Risk & Control
IP Development & Licensing*

■ Recognition / Achievements

- *Directly led revenue and product strategy of \$300M+ global business unit consisting of data, SaaS and full outsourcing solutions for 400 customers in North America, Europe and Asia-Pacific.*
- *Delivered double-digit growth and 200%+ sales targets. Designed and coordinated a strategic alliance program resulting in 17 partnerships which created 3 new market penetration channels. Provided consistent margin expansion.*
- *Led a strategic team that harnessed unstructured datasets into productized and commercial opportunities for a suite of 18 products*
- *Conducted investment proposals to company CEO and Executive Committee, resulting in multi-milliondollar funding approvals to fuel new market penetration and product creation. Coordinated product prioritization based on 3 core pillars: 1) New Market Penetration, 2) Technology Transformation; 3)Operational Excellence.*

■ Education / Designations

- *Master of Business Administration, Entrepreneurship Focus*
- *Bachelor of Economics and Finance, Cum Laude, Dean's List*