

Bespoke Search Group

COO

Growth-minded, data-driven business leader focused on helping management teams solve their toughest challenges and accelerate growth while operating with integrity and treating others with care and respect. Able to effectively manage large, cross-functional teams or to conduct detailed self-driven exercises. Experienced working collaboratively with management teams across large corporations, private equity firms and portfolio companies.

AREAS OF EXPERTISE

- Organic Growth Strategy
- M&A Strategy
- Competitive Landscape Analysis
- Management and Board Presentations
- Integration Leadership
- Market Intelligence
- Relationship Building
- Market Mapping & Sizing
- Voice-of-Customer Research
- Strategic Planning
- Commercial Due Diligence
- Cross-Functional Leadership
- Synergy Identification and Recognition
- Market Trend Analysis
- External Surveys
- Private Equity
- Stakeholder Engagement
- Project Management
- Negotiations
- Mentorship

EXPERIENCE

Confidential (owned by BV Investment Partners - private equity firm)

Fully Remote

Head of Strategy & Corporate Development (reported directly to CEO)

June 2022 – February 2023

Interim President, Outplacement Services

June 2022 – December 2022

- Endorsed by CEO on LinkedIn and hired as independent consultant
- Member of executive leadership team for mission-driven, private equity-backed company with annual revenue of ~\$80m that has a suite of technology-enabled career services that equip professionals with tools and coaching to best showcase their experience and potential to help them land jobs and better their lives
- Recognized cost synergies of ~\$750k via combination of fulfillment efficiencies and headcount cost reductions as Interim President of 3 newly acquired outplacement services companies totaling ~ \$6m in revenue and ~30 employees; established clear growth strategy and org chart in collaboration with CEO and CHRO, positioning the business unit for strong future growth
- Led assessment of higher education software space utilizing external interviews, surveys, and secondary research; recommended to CEO to not enter the space primarily due to the long sales cycle, which freed up resources to focus on other areas of higher strategic importance
- Negotiated ~\$700k in annual cost savings as lead of a global RFP project focusing on Talent Inc's payment service providers and related vendors
- Created agenda and presentation materials in collaboration with CEO and senior leadership team for quarterly Board of Directors meetings

Confidential, Fortune 500

Westchester, IL

Director, Corporate Strategy (reported directly to Senior VP)

April 2020 – June 2022

Senior Manager, Corporate Strategy (reported to VP of Strategy and M&A)

June 2018 – April 2020

- Promoted in less than 2 years from Sr. Manager to Director; managed shared pool of 4 analysts
- Led 12-person cross-functional team on a high-priority Nutrition, Health, and Wellness growth strategy project for the Executive Leadership Team that resulted in the creation of a new growth incubator
- Developed detailed global M&A strategy in collaboration with executive management team resulting in clear focus on specific segments, products and geographies; analysis included assessment of attractiveness and strategic fit of potential target markets, defining of desired financial profiles of potential targets, narrowing of potential target list and deep-dive assessments on handful of high priority potential targets
- Created CEO's keynote address to the Board of Directors in collaboration with CEO in both 2020 and 2021

- Developed growth strategy for newly established plant-based protein growth platform in collaboration with platform leader and other key team members, leading to a 100%+ revenue CAGR from 2019 to 2021
- Managed ~\$1m corporate strategy annual budget, negotiating cost reductions of ~20% for external services
- Performed comprehensive business reviews of both animal nutrition and pharmaceuticals business segments, mapping out market size, dynamics and competitive landscape, identifying key internal strengths and weaknesses, and recommending strategic paths forward to CEO
- Led global strategic planning process and collaborated with corporate finance and regional teams
- Performed business case review and commercial due diligence process for multiple acquisition and partnership targets, including both transformational opportunities and venture investments

Parthenon-EY (Ernst & Young)

Chicago, IL

Case Team Leader

September 2015 – June 2018

- Promoted to case team leader position (only 2 out of 6 consultants in Chicago office starting class promoted); selected over MBA peers from Stanford, Kellogg, Ross and Darden
- Led 4-6 person teams of consultants and associates on a variety of growth strategy and commercial due diligence projects across multiple sectors including healthcare, life sciences, education, consumer, industrials and technology
- Managed private equity client relationships for several buy-side and sell-side market studies. Advised clients on acquisition strategy, size and segmentation of addressable markets, and strategic growth planning
- Consistently received above average upward feedback scores due to strong organization and interpersonal skills. Received a 4.3 overall rating versus a 3.7 average for peer set in final reviews

Premier Franchise Consulting

Chicago, IL

Founder

August 2012 – August 2015

- Founded franchise brokerage business where I provided tailored franchise investment recommendations to prospective business owners based upon their competencies, income goals, and interests
- Established referral agreements with over 200 franchises in a variety of sectors including in-home senior care, child education, and maintenance services to better address clients' interests and demands

Multiple Proprietary Trading Firms

Chicago, IL

Senior Trader and Junior Trader Roles

June 2009 – October 2012

- Managed own trading book for a variety of proprietary trading firms in Chicago area
- Responsible for trading and managing over \$20,000 worth of daily risk in a variety of energy futures products

EDUCATION

University of Michigan

Ann Arbor, MI

Stephen M. Ross School of Business

Masters of Business Administration (concentrations in Strategy and General Management), May 2015

- GMAT: 730 (96th percentile)

University of Illinois at Urbana-Champaign

Champaign, IL

Gies College of Business

Bachelor of Science in Accountancy, May 2009

- Graduated with Bronze Tablet honors (top 3% of graduating class); GPA: 3.98 / 4.0

INTERESTS

- Traveling (visited 48 of 50 states), youth sports, golf and waterskiing