

# MIKE PATOTA

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## Senior Management Consultant

### Summary

An experienced, multilingual and results-oriented executive with international experience. He has been operating at senior levels within a number of IT and Telecoms companies. He has hands-on experience in conducting direct and indirect sales and business development to a variety of vertical markets, both in the Netherlands and abroad.

### Work Experience

2012-08 - Present

#### Senior Management Consultant

##### *McKinsey & Co*

- Supporting the Design of the future organization and the future mode of operation of the registration offices (T1) on the basis of the new mission and taking into account: The radical change in the mission roles and responsibilities, the directive from the Treasury Board calling for a 40% reduction in operating expenses, the leverage provided by information technologies.
- Managing the business process re-engineering initiative that is carried out by a multidisciplinary team made up of jurists, operations experts from the ministry and subject matter experts.
- Designing a strategy to recover background information (information on paper) on an electronic support, with a view to recovering archiving costs and permitting remote consultation, completed the feasibility study for data conversion: Technical, administrative and legal aspects.
- Analyzing Critical Customers Needs, the Clientele of the system (notaries, financial institutions, municipalities, appraisers, real-estate agents) in particular from the standpoint of the remote transactions and the integration of access to land information (one-stop-information center).
- Conducting Organizational Design development of the future land register, using a prospective the approach requiring workshop creativity, multidisciplinary analyses and scenarios development and evaluation.

2008-05 - 2012-07

#### Senior Management Consultant

##### *Brattle Group*

- Developed a communication plan to support all implementation phases and to ensure the buy-in through a wide participation.
- Identified and evaluated project benefits, intermediary results, actions, levers and the strategy to ensure their achievement.
- Designed, documented and implemented business processes and organization of "offer management"**: taking in charge and qualification of the request, realization of the technical solution, elaboration of the offer, presentation to the customer and negotiation, project transfer; the process is supported by the quality process and a follow-up based on performance indicators.
- Designed and documented the process "Introduction of a new Product or Service" to support the function "Product management".

2002-05 - 2008-04

#### Management Consultant

##### *Cornerstone Research*

- Executed a 6-Module Leadership Development Program including Strategic Capacity, self-awareness, organization intelligence, team intelligence, and development.
- Designed, conducted and analyzed an Engagement Survey with Qatar Diar (Real Estate Market Leader in Qatar) to benchmark the level of organizational engagement for a period of 18 months.
- Implemented OO initiatives and transferred relevant knowledge and skills to key client stakeholders in Nigeria and Qatar.
- Identified OO needs after thorough in-depth interviews and focus groups and created cross-functional teams to facilitate and improve internal communication.
- Produced several of the organization's offerings as marketing materials for prospective clients.

### Education

2002

MBA

*Massachusetts Institute of Technology*

1990

Bachelor of Business Administration

*University of Texas*