MORGAN DOUGLAS

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EXPERIENCE

GREENFELDER LLC   11/2018 – present
Phoenix, AZ // Digital Banking

- Have experience targeting specific accounts in BFSI BU to increase digital business
- Demonstrate experience in supporting the design of customer journeys that weave together the brand with digital and traditional content, commerce, and community into a cohesive lifecycle experience
- Show that they have and can embed new metrics into the business to measure success at the customer and brand level, rather than by functional silos
- Engage with Global Client Partners/Client Partners on a Digital plan for each of the accounts and track progress against plan

LINDGREN-GREEN   02/2013 – 05/2018
Phoenix, AZ // Digital Banking

- Engage with Digital Partners on ideation of Core Digital solution for vertical clients
- Conduct/Organize knowledge sharing sessions on all the "New Digital" offerings for the sales and delivery leaders
- Work with the vertical pre-sales team to embed Digital thinking into our solutions
- Represent Digital in all vertical leadership conversations
- Collaborate with Digital eco system, identify relevancy of solutions, customize it for the vertical and take these offerings to accounts
- Represent and present Digital POV for the vertical during client visits

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EDUCATION

FASHION INSTITUTE OF DESIGN & MERCHANDISING
Bachelor's in Business

SKILLS

- Able to work with cross functional teams and influence clients both internal and external
- Able to effectively support the sales team to increase digital business for BFSI BU
- Able to create long-term client relationships
- Knowledge of the Bank's website
- Develop project plans, project schedules and estimates, resource plans, and other documentation necessary for successful project completion following PMO process
- Estimate the resources needed to achieve project goals, delegating tasks and responsibilities to appropriate personnel