

Pamela Kearsmark

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SENIOR MANAGEMENT CONSULTANT

Strategy & Operations • Human Capital & Organizational Effectiveness • Customer & Channel Strategy

Accomplished senior consulting executive offering proven value developing and selling large-scale, multimillion-dollar engagements; leading multinational teams in executing complex strategic engagements for global firms; contributing repeatedly to intellectual capital; and attracting, developing, and retaining top talent for teams and the practice.

Demonstrated thought-leader for innovative ideas and solutions that engage client executives and create business opportunities and competitive advantage. Uncommonly strong talent for building and cultivating trusting relationships with high-level corporate executives. Outstanding analytical, strategic, and problem-solving skills coupled with the ability to translate solutions into practical and profitable application.

Deep strategic and operational knowledge and expertise in the financial services (capital markets, wealth management, banking, brokerage) and insurance industries.

PROFESSIONAL EXPERIENCE

XYZ Consulting • Chicago, IL • 1995 – Present

SENIOR MANAGER (2001 – Present)

MANAGER (1999 – 2001)

SENIOR CONSULTANT (1997 – 1999)

CONSULTANT (1995 – 1997)

Promoted on the fast-track to lead cross-disciplinary teams spanning multiple geographies and cultures on engagements with market-leading global financial services firms, including Citigroup, Merrill Lynch, JP Morgan Chase, UBS, Allianz-Dresdner, Wachovia, Chubb, and AIG. Play a key role in all aspects of business development and CXO client relationship management, penetrating new market leading accounts and growing existing accounts into broader opportunities and additional sales. Drive achievement of clients' top-priority objectives through expertise that includes:

- business strategy planning
- customer service excellence
- mergers, acquisitions & restructuring
- go-to-market strategies
- distribution /channel strategy
- people & organizational performance
- customer segmentation
- strategy/technology integration
- change management & leadership
- sales force effectiveness
- operating models
- talent management

Lead engagements from strategy development through execution; direct all program planning, budget planning and management, issue identification and resolution, risk management, analytic design and deliverable definition, change management, and executive client relations. Participate as a leader in people development, including recruiting, retention, mentoring and professional development, talent management, and staff training.

SELECTED HIGHLIGHTS & CONTRIBUTIONS:

Business Development & Executive Client Relationships

Distinguished by extraordinary, proven ability to deepen and extend practice reach and sales by cultivating trust, rapport, and credibility with senior executives, networking and bridging relationships to broaden industry reputation, and building upon global experience to create new markets.

Generated more than \$31.2 million in follow-on sales to existing clients and more than \$10 million in sales to newly penetrated clients over a period of 2-½ years, building and leveraging executive relationships and connections to transform strategy engagements into lucrative implementation engagements. Teamed as a primary player in all aspects of the sales process, from lead identification, relationship development, scoping and strategy, proposal development, client presentations, and pricing strategy through negotiations and closing.

- **\$13.2 million increase** in business with a major Wall Street securities firm – displaced competitors as trusted advisors, winning credibility and subsequent new business, to \$25 million total, by providing innovative thought leadership on business and operating models.

(Continued)