

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 approach requiring workshop creativity, multidisciplinary analyses and scenario development and evaluation.

2006-05 - 2012-07

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Bruttle 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, leverages and the strategy to ensure their achievement.
- Designed, documented and implemented business processes and organisation of "offer management": taking in charge and qualification of the request, evaluation 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 - 2006-08

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 10 months.
- Implemented OD initiatives and transferred relevant knowledge and skills to key client stakeholders in Nigeria and Qatar.
- Identified OD 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