

Skill set:

Collaborate with clients and internal business groups, deploy resources as necessary to successfully initiate, manage and complete client initiatives and special projects. Skilled at working with executives to discuss and develop strategies that improve performance. Able to quickly grasp critical strategic drivers, translating to successful implementation and completion. Skilled negotiator.

Work Experience:

ThomsonReuters (2003 – current) Strategic Account Manager driving new revenue growth and providing a single point of contact for all client issues. Responsible for 37 clients with close to \$20 million in revenue and 30+ indirect reports. Identified as top 10% of sales force prior to merger of Thomson and Reuters. Clients have included mutual fund companies (OppenheimerFunds, Gabelli, Alger, Lord Abbett, Eaton Vance), insurance companies (MetLife, Hartford, NYLife), traditional buy-side and sell-side companies, and General Electric.

ICR Marketing Consulting and Advertising Agency (1999-2003) VP Sales responsible for revenue growth for start-up marketing communications, consulting and advertising agency with offices in Stamford, CT and Milan Italy. Responsible for identifying new revenue sources and revenue growth with B to B clients through branding and communication consulting engagements followed with traditional print and TV advertising campaigns. Drew on US and Milan creative talent to win business. Clients include Pitney Bowes, Reed Exhibitions, SES Americom, and Imagistics.

Global Consulting Resources (1998) Executive Recruiter conducting retained search. Responsible for multiple assignments and for all aspects of assignments including identification of candidates, interviewing, presentation of candidates and final negotiations.

Evergreen Forest Products (1990-1998) Founded and ran paper brokerage company, importing papers from European manufacturers for sale to US publishers of newspapers, magazines and catalogs. Responsible for all aspects of business ranging from new business development, logistics and finances, negotiating credit with suppliers, monitoring credit and receivables with clients, writing database applications for efficient operations. Sales exceed \$5 million in busiest year.

Walter Peek Inc. (1985- 1990) CFO, COO for \$30 million in sales North America printing paper broker. Responsible for all finance and accounting, bank relations, credit evaluation of clients and collections, operations, IT systems, employee relations, investments of employee profit and pension plans, and developed order to cash systems. Simultaneously conducted sales effort leading to the second most profitable sales person in the company.

Transamerican Properties (1980 -1985) CFO and COO for commercial and industrial real estate investment company with properties in 20 states. Conducted traditional responsibilities and initiated strategic planning process leading to annual off-site sessions with senior executive team.

Golden West Rent A Car (1980 – 1985) CFO and COO for turn-around car rental business with 10 offices on West Coast. Installed new accounting system and created new database applications to capture operating data, providing the foundation information for business analysis and turnaround plan.

Container Transport International (1979) Strategic Initiatives, Credit Analyst

Chase Manhattan Bank (1978-1979) Credit Analyst

Education

Cornell University
MBA - Finance and Accounting

Boston College
Bachelor Of Arts - Economics