

Henry R. Lewis

66 Milton Road, # H11, Rye, NY 10580 (917) 825-0146

hrlewis2@gmail.com

An experienced business development and marketplace strategist who uses strategic, investment and marketplace tools to create competitive advantage, increase market penetration, and drive revenue growth and profit.

PROFESSIONAL EXPERIENCE:

PwC

Director, Advisory Industry Strategy Group

New York, NY

(2006 - Present)

Responsible for guiding the development and implementation of industry and sector strategy activity. Manage teams in their conduct of research, data analysis, financial modeling, and presentations.

- Lead annual industry strategic planning and budget development process and provide guidance and support for the financial services industry group.
- Analyze industry results (including cost budgets and sector revenue metrics), monitor and develop industry metrics, and recommend strategic actions and growth strategies that are aligned with domestic and international goals in order to drive profitable growth. Results: Advisory revenue growth that exceeds budget.
- Analyze industry responses to market changes and drive the development of the firm point of view, enhance industry plans, and collaborate across service lines to identify gaps between industry sector needs and existing capabilities to drive profitability and investment. Facilitate the incorporation of action plans into firm and industry plans and documents and provide forum for appropriate discussions to achieve strategic alignment.
- Work collaboratively with external consulting firms and internal teams such as technology, finance, and human resources to develop and implement tools to review progress, action plans and influence changes, including supporting the appropriate analytic reporting throughout the year.

Chayton Capital

Consultant, Global Strategy & Business Development

New York, NY

(2004 - 2006)

Provided business planning consulting to a real estate investment fund focused on opportunities in central Europe.

- Provided strategic review, business planning, identification of market opportunities and potential investors in preparation for first-round funding.

Deloitte

Senior Manager, Global Strategy Group

New York, NY

(2002 - 2004)

Managed projects to develop global strategy, business planning, and investment initiatives for the global chief executive and leadership team of Deloitte.

- Provided strategy support to global leadership team to ensure continued growth and profitability of organization including the development of global tools to provide global metrics and analytics.
- Initiated and launched firm's inaugural strategic priority map initiative in the top 12 country member firms of Deloitte. Worked with country managing partners to introduce strategy priority map concept. Provided strategy, business development, process improvement, and change management advice to priority leaders.
- Managed relationships with the Asia Pacific, Europe, and Latin America regions for the provision of strategic consulting services by the Global Strategy Group.
- Developed and led the development of presentations and reports for the CEO, firm management, and global board.

Ernst & Young International

Assistant Director, Global Markets and Planning

New York, NY; London, UK

(1999 - 2001)

Managed process to monitor the effective implementation of strategy, revenue growth, market success, and profitability, including the development, in conjunction with country management, of appropriate scorecards. Summarized and presented results to the firm's global executive board.

- Assisted senior management with financial and managerial projects, risk management, forecasting, budgeting, business planning, and strategic market reviews.

Ernst & Young International - *cont'd.*

- Led the development and implementation of Global (and subsidiary) Balanced Scorecards for aligning, monitoring, and evaluating achievement of strategic and performance goals. Results: An integrated and streamlined performance management system throughout EY globally, more timely and useful quarterly and annual reports to management and standardization of key strategic and operational metrics and definitions, and clear linkage to business unit evaluation and compensation allocation systems.
- Assisted in the development of the firm's first-ever international revenue plan. This process incorporated revenue streams from the firm's top 10 revenue generating countries and streamlined reporting of nearly US\$ 3 billion in revenue.
- Developed and led the launch of the Global Power Companies Market Space.

Arthur Andersen LLP Manager, Region Marketplace Planning & Analysis

**New York, NY
(1997 - 1999)**

Managed market research and analysis projects for the firm's northeast region business development program. Provided investment, strategic planning, and business development services to the northeast region managing partner and business development group.

- Produced monthly, quarterly, and annual analysis that included revenue growth, market share, profitability, goal setting, and benchmarking metrics.
- Worked with senior management to develop and articulate the firm strategy.
- Identified strategies and opportunities for expanding client relationships among practice groups by monitoring and reporting trends and issues impacting the firm.

Ernst & Young LLP Senior Associate, National Planning Group

**New York, NY
(1994 - 1997)**

Assisted in managing projects to develop and implement business strategy for the firm's executive leadership team.

- Consulted with top management on firm's business development policies, objectives, and initiatives.
- Assisted in the development of new market initiatives, assessment of new markets, and analyzed business opportunities. Developed quantitative models to support business development and value creation efforts to determine industry, geographical human capital, and office planning investment.

EARLY CAREER:

Northwest Airlines Inc. Analyst, Marketing Planning Group

**Minneapolis, MN
(1988 - 1993)**

Member of national marketing planning and finance team. Responsible for analyzing and presenting economic impact of market pricing alternatives in domestic pricing markets.

Marriott International Inc. Area Market Manager, Midwest Region Markets

**Minneapolis, MN
(1987 - 1988)**

Managed team that performed market research and competitive analysis. Member of yield management task force.

EDUCATION:

Executive Education, Certificate of Professional Achievement –
Competitive Strategy, Northwestern University
M.S., New York University
B.A., University of Minnesota

Evanston, IL

New York, NY
Minneapolis, MN