### SUMMARY

Management consultant with over 17 years of global consulting experience with companies including Sony, Morgan Stanley, Aetna, The Hartford, and Travelers. Adept manager experienced in leading multiple large-scale information technology projects in complex environments. Results-driven leader effective at solving business problems through strategy development, business process reengineering, and risk management. Engaging speaker with unique blend of marketing, financial, technical, and management skills.

### EDUCATION

**M.S. Accounting & Taxation**

University of Hartford, Barney School of Business, 2009

Thesis - *Taxing Carried Interest: Fairness and the Treatment of Profits-Only Partnership Interests*

**M.B.A., Concentration in Marketing**

University of Georgia, Terry College of Business, 2000

**A.B. Economics**

Cornell University, College of Arts & Sciences, 1993

### SELECTED PROFESSIONAL EXPERIENCE

**University of Connecticut School of Business**, ***Adjunct Faculty****, 2008-present*

* Taught regular offerings of several Accounting and Marketing courses for undergraduate and graduate business programs. Consistently garnered high student participation and interest.

**Townsend Research Group**, ***Principal****, 2004-present*

* Delivered a variety of services including competitive analysis, customer retention strategy, corporate strategy development, and other advisory services. Speaker, researcher, and instructor in social media, economic, and financial trends as they impact global business.

**IBM Business Consulting Services, *Principal Consultant****, 2002-2003*

* Managed blended client/consultant team for global transformation project involving over 500,000 employees at The Home Depot. Led cross-functional process workshops, advised senior management on best practices and methodology, reviewed internal controls, and developed policy and process changes.

**PricewaterhouseCoopers**, ***Principal Consultant****, 1997-2002,* ***Consultant****, 1993-1997*

* Senior project and program manager for Financial Services practice. Clients included Morgan Stanley, Aetna, The Hartford, Travelers, New England Electric, and Sony.
* Managed multiple large-scale, multi-year projects across a variety of business functions, including financials/accounting, payroll, and human resources. Key roles include:
  + Program Manager for enterprise-wide Program Management Office, managing the implementation of various applications and ERP systems upgrade.
  + Project Architect for global HR integration involving over 55,000 employees and three separate companies in a post-merger environment.
  + Project Manager for PeopleSoft HRMS upgrade and implementation of additional modules.
  + Human Resources Manager for eProcurement and Financials consulting practice, managing practice unit with 120 consultants at all levels.
  + Implementation Manager for custom global royalty accounting implementation project with initial implementations in Canada, US, and Germany. Functional subject matter expert in artist contracts and calculation of royalty payments and liabilities.
  + Implementation Manager for large PeopleSoft HR, Benefits, Payroll, and Variable Compensation implementation.
  + Manager for IT audit of implementation and conversion processes for global accounting system.
  + Functional Lead for IT audit of large ERP systems implementation.
  + Analyst for large financials and inventory management system implementation.
* Managed project and program financials including resource estimates, budget, metrics tracking and reporting, profitability, and costing.
* Directly supervised client and consultant staff of all levels. Reviewed performance, developed task plans, and trained staff. Participated in consultant performance review workshops, which assessed the overall annual performance of every consultant in the business unit for promotion and compensation. Successfully coached and mentored many consultants, earning recognition as a Master Coach.
* Facilitated many workshops, knowledge sharing sessions, and corporate education classes for clients and for internal consulting staff.
* Developed and presented numerous deliverables, proposals, and presentations to senior executives, steering committees, team members, and employees.
* Developed communications and training programs to manage change across various stakeholders.
* Implemented various metric reporting methods for risk management of projects and programs.
* Evaluated system controls over business processes and data, identifying variances for improvement, and ensuring compliance with client policies.
* Designed, developed, and tested online programs, batch processes, conversion programs and scripts, external interfaces and reports, and ERP customizations.
* Developed and revised key sections of PwC’s systems management methodology. Participated as a train-the-trainer and workshop facilitator for several company-wide initiatives. Recruited new and experienced employees at formal and informal recruiting events. Represented PwC at numerous conferences and conventions.

### PROFESSIONAL AFFILIATIONS AND CERTIFICATIONS

Certified Public Accountant, Massachusetts (anticipated February 2012)

Member, Institute of Management Accountants, 1994-2002

Member, Society of Human Resource Management, 1998-2002

### SELECTED SPEECHES

“Leveraging Social Media to Build Your Personal Brand”

*Cornell Club of Greater Hartford, September 2010*

“The Case for Change: Making Room for Macro Forces in Marketing Strategy”

*University of Connecticut, April 2002*

"Market-Driven Management: Trends in Digital Marketing"

University of Connecticut, August 2001

"Tracking Toward the New Economy"

University of Connecticut, December 1999

Speaker, University Initiative Speaker Series

PricewaterhouseCoopers, 1999-2002

SOCIAL RESPONSIBILITY

Planning & Zoning Board Member, Town of Hartland, 2008-present

Cubmaster, Hartland Pack 121, 2011-present

Financial Allocations Board Member, United Way of the Capital Area, 1999-2000

Treasurer, Simsbury Junior Women’s Club, 2003-2005

Cornell Association of Class Officers, 2008-present

Cornell Alumni Admission Ambassadors Network, 2005-present